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MAXWELL SUES TRADE DEPARTMENT

'Unfit to control company' report

By KENNETH FLEET, City Editor

INSPECTORS appointed to investigate the affairs of Pergamon Press and International Learning Systems Corporation have concluded that Mr Robert Maxwell, head of both companies, is not a man "who can be relied on to exercise proper stewardship of a publicly quoted company."

This comprehensive indictment comes at the end of a 209-page report released yesterday by the Department of Trade and Industry after strenuous attempts by Mr Maxwell and Sir Charles Hardie, chairman of the British Printing Corporation, to have publication deferred or some of its findings amended.

The appearance of the unaltered text was the signal for Mr Maxwell and British Printing to issue writs against the Department of Trade.

Mr Maxwell, a former Labour MP for Buckingham, is seeking a declaration that "the purported report" of Mr Owen Stable, Q.C., and Sir Ronald Leach, the inspectors, "was written in breach of the obligation the inspectors owed" to Mr Maxwell.

His statement from his solicitors, Lewis Silkin and Partners, alleges "abuses of procedure took place and were such as to make it impossible for Mr Maxwell to

have a fair opportunity to explain the matters on which the inspectors have reached wrong conclusions."

British Printing is claiming declarations that the inspectors "acted contrary to the principles of natural justice in the conduct of their investigations, and the report in its present form cannot stand."

A spokesman for the Department of Trade and Industry confirmed last night it had received writs from Mr Maxwell and the British Printing Corporation.

The inspectors' report is the final report of the affairs of ILS and an interim report on the affairs of Pergamon Press, Mr Maxwell's company. ILS was originally jointly owned by Pergamon and British Printing. Its business is selling Chambers and the new Xerox Encyclopaedias and it is now wholly owned by British Printing.

"Apparent fixation"

The report, self-confessedly "a report on Mr Maxwell's stewardship," describes him as "a man of great energy, drive and imagination" who unfortunately has "an apparent fixation as to his own abilities."

This causes him "to ignore the views of others if these are not compatible."

He has "an unusually acute appreciation of financial and accounting matters" and a "major decision on financial or business policy was made in ILS without his approval."

In perhaps their most damning paragraph, the inspectors say Mr Maxwell "regarded his stewardship duties as fulfilled by showing maximum profits which any transactions could be devised to show."

Furthermore, in reporting to shareholders and investors he had a "reckless and unjustified optimism which enabled him on some occasions to disregard unpalatable facts and on others to state what he must have known was untrue."

Maxwell replies

Mr Maxwell retaliated last night in strong vein. "I wasn't looking for a whitewash," he said, "but I'm not accepting a smear."

"The inspectors have virtually deprived me of earning my living. They accuse me of being optimistic—I plead guilty. Of being reckless—not true. Of telling untruths—not true. They failed to carry out their legal obligations or promises on how they would conduct this inquiry."

Mr Maxwell contends the inspectors gave this assurance during the investigation: "That if, after we have listened to all the evidence and studied all the documents supplied to us, we come to the conclusion that there

is no case against you, we will not sue you."

A suggestion by Sir Gerald that the Government should consider "holding out an olive branch" by withdrawing the Beira naval patrol which attempts to police sanctions evoked some Conservative cheers. But Mr Heath replied coldly: "I cannot accede to your request."

Goodman Mission May Return

Editorial Comment—P12



Mr Robert Maxwell defending himself at his Press conference yesterday while Miss Jean Badley, his personal assistant, took notes.

PICTURE BY Srdja Djukanovic

HAILSHAM ATTACKS WILSON

By H. B. BOYNE
Political Correspondent

LORD HAILSHAM, the Lord Chancellor, did his utmost last night to demolish the favourite anti-Common Market arguments that if Britain signs the Treaty of Rome she will have to forfeit her sovereignty and abandon her legal code.

He also launched what will seem to politicians in all parties a sarcastic attack on the indecision of Mr Harold Wilson.

"The fence is not a place for sit on," he said, "and neither is the shooting of the three campers in their tent in a country lane at Mouldsworth, Cheshire."

Earlier yesterday, police said that a semi-automatic rifle stolen at the weekend from the Ocean Beach Amusement Park, Rhyd, 35 miles from the murder scene, might have been used to inflict the 15 bullet wounds found in the bodies.

Stallholders at the park said they believed they had seen the French visitors there on Sunday evening, hours before their deaths.

A green and black 1965 Morris 1000 saloon reported missing from the resort at the same time as the fairground theft could have been the killer's means of travelling to Mouldsworth. Police throughout the country have been alerted to watch for the vehicle.

Shot several times

The thefts of the car and rifle occurred "some time after 10 p.m." on Saturday and the murders are believed to have taken place at Mouldsworth about 2 a.m. on Monday.

Four magazines, each of six bullets, were taken with the 22 French Gervarm carbine which may mean that the killer still has about nine bullets. The rifle has not been found.

The dead tourists were Claudine Lisser, 20, a teacher, her fiancé, Daniel Bertrand, 20, a student, and her sister, Monique, 22, a teacher. The girls came to Mouldsworth on Monday.

AWARD FOR CONCORDE 002'S TEST PILOT

By Our Air Correspondent

Mr Brian Trubshaw, 47, Concorde 002's chief test pilot, has won the Segrave Trophy, awarded by the RAC when a Briton accomplishes an outstanding demonstration of the possibilities of transportation by land, air or water.

The RAC says the award is in recognition of Mr Trubshaw's contribution to the development of Concorde.

Previous winners of the award include Sir Malcolm and Donald Campbell, Stirling Moss, Geoffrey Duke, Bruce McLaren, Jim Mollison and Amy Johnson.

WAR PENSIONS REVIEW HINT

By Our Political Correspondent

The Prime Minister yesterday gave an encouraging response to a suggestion by Mr Merlyn Rees (Lab., Leeds S.), a former under-secretary for the Army, that the time had come for an inquiry into the whole system of war pensions.

"I will certainly consider the suggestion of an overall review," Mr Heath said.

Murder hunt CID find fourth body

By MAURICE WEAVER

DET. CHIEF SUPT. ARTHUR BENFIELD, head of Cheshire CID, who is leading inquiries into the murder of three French tourists, went last night to a Staffordshire beauty spot, where a man was found dead in his car.

The man was found dead at Barlaston, a village near Stone. Police refused to say how he died or to give any other information on the incident.

Detectives are anxious to establish if there is a link between the shooting of the three campers in their tent in a country lane at Mouldsworth, Cheshire.

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SIT-DOWN STRIKE PRISONERS BACK IN CELLS

Prisoners who held a sit-down strike yesterday in the exercise yard at Walton Prison, Liverpool, returned to their cells last night.

The unrest followed an incident in which a prisoner under discipline was said to have been injured while being moved.

Four prisoners at Winson Green Prison, Birmingham, lost privileges and remission yesterday for taking part in a sit-down strike over pay.

BUILDING COSTS UP

By Our City Staff

Builders are making big increases in prices to cover inflation because the Government insists on fixed-price tenders when awarding contracts. Mr Harry Shouksmith, president of the National Federation of Building Trades Employees, said yesterday.

STUDENTS DROWN

College students were among 50 people feared drowned when a tug fell into the Swat river 180 miles north of Rawalpindi yesterday.—Reuter.

HUNT FOR KILLER CALLED OFF

(See This Page)

Hunt for killer of French tourists called off, said Mr Benfield. Stolen Morris car found at Ashton-under-Lyne, Lancs.

SURPLUS CHEERS INVESTORS

By CLIFFORD GERMAN
Financial Correspondent

THE Financial Times index jumped 8.3 points to close at 402.7 yesterday, the highest level since Feb. 17, 1970, following publication of the June trade figures which showed a surplus of £39 million.

Imports reached a record level of £739 million, but exports also reached a new peak at £778 million.

The surplus of £39 million was just enough to bring the trade account for the first half of the year into surplus.

Monthly totals have been highly erratic as a result of distortions in the recording process caused mainly by the postal strike. But exports have averaged £708 million a month and imports £707 million on the same basis of calculation.

European market

Exports have been running six per cent above the levels in the second half of last year, with price increases contributing an extra four per cent and volume increases two per cent. Imports are also six per cent higher, but volume is four per cent higher and prices only two per cent more.

Exports to the Sterling area rose 12 per cent between the last two half-years and sales to North America rose nine per cent. Exports to Western Europe, last year's most buoyant market, gained a further three per cent.

ENGLAND WIN TEST SERIES BY 25 RUNS

England beat Pakistan by 25 runs at Leeds yesterday, to win the series 1-0 after a thrilling final day.

Ray Illingworth was named yesterday by the Test and County Cricket Board to captain England in the three-Test series against the touring Indian side.

LATE NEWS

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Today's Weather

GENERAL SITUATION: A ridge of high pressure over England and Wales will gradually move into N. Scotland.

ENGLAND, IRELAND: Dry, sunny spells. Mist at first. Wind N.W., light, backing W., moderate. 70F (23C).

E. ENGLAND: Dry, sunny intervals. Wind N.W., light, becoming W., moderate. 68F (20C).

S.W. ENGLAND, S. WALES: Dry, mostly sunny. Wind N. to N.W., light. 72F (22C).

S. NORTH SEA, STRAIT OF DOVER: Wind N. force 4 or 5, moderate to fresh. Sea slight to moderate.

ENGLISH CHANNEL (E): Wind N.E. force 5, locally force 6 to 7, strong to moderate gale. Sea moderate.

OUTLOOK: Little general change.

HUMIDITY FORECAST

Noon 6 p.m. 6 a.m. (Thurs)

London 40(50) 50(75) 65(75)
Birmingham 55(60) 60(50) 65(65)
Manchester 60(55) 65(55) 65(60)
Newcastle 50(65) 55(75) 60(70)

Tuesday's readings in brackets.

POLLEN COUNT

The pollen count in London for the 24-hour period ending noon yesterday (Tuesday) was 24 (low). The forecast: similar.

Weather Maps—P21

Free homes for poor tenants in fair deal plan

By DAVID HARRIS, Political Staff

A NATIONAL rent rebate scheme under which some council and private tenants will have free accommodation and others considerable financial help was announced yesterday by the Government.

But many tenants with larger incomes will face big increases. A fierce and long political battle over the plan—which is based on Labour's own fair rent scheme—is a certainty.

Immediately after the proposals were outlined in the Commons yesterday, Mr Wilson, Leader of the Opposition, attacked them as "facile and reactionary."

The measures in the White Paper, "Fair Deal for Housing," will form the basis of a complicated Bill to be presented to the Commons in November.

Mr Amery, Housing and Construction Minister, who will be responsible for the measure, said last night that he did not expect the legislation to become law much before the summer recess next year.

Three-year programme

Under the rebate scheme, a tenant with a wife and one child earning £20 a week would pay only £1.88 on a house where the fair rent was £3 a week.

A married man with two children, earning £25 a week, would have his £4-a-week rent cut to about £2.70. The same man would have his £4-a-week rent paid for him if his income was £12 a week.

The main points in the White Paper are: The 1,500,000 controlled private tenancies will become subject to rent regulation in a three-year programme starting on Jan. 1, 1973.

When a fair rent is registered for a tenancy, the transition to it will be phased in three equal annual instalments. Councils will have to switch to the fair rent scheme for their own tenants.

About 40 per cent of local authorities which do not now have rebate schemes for their own tenants will be covered. In the private sector a total of 2,500,000 tenants will have schemes available for the first time.

But a council will not be able to put up its weekly rents by more than an average of 50p in any one year, with a maximum of 75p for each year for any single home.

Councils will run the national rebate scheme. They will have to grant rebates to their own tenants from October, 1972, and pay cash allowances to private tenants of controlled or fair rent properties from January, 1973.

White Paper—P5;
Commons—P6; Andrew Alexander—Back Page; Peterborough & Editorial Comment—P12

TALITHA GETTY DIES AT 30

By KENNETH CLARKE

MRS TALITHA GETTY, 30, wife of Mr Paul Getty jr., has died in Rome, it was disclosed late last night.

The former actress, step-granddaughter of Augustus John, the painter, had been living apart from Mr Getty. They married in 1968 in Rome.

Mr Getty, 37, is the third son of the oil millionaire and the couple had a son.

The circumstances of Mrs Getty's death were not immediately known and her father, Mr William Pol, the artist, has flown to Rome.

A member of Mr Getty's staff at his Guildford home said he knew no details.

Mrs Getty, who appeared in films as Talitha Pol, was a niece of Admiral of the Fleet, Sir Caspar John.

She was Mr Getty jr.'s second wife. His first marriage, by which he has four children, was dissolved in Mexico in 1966.

Obituaries—P10



Talitha Getty

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DICK HAYMES PROMISES TO PAY UP £16,000

DAILY TELEGRAPH REPORTER
DICK HAYMES, the singer and former husband of Rita Hayworth, promised in a bankruptcy court yesterday to pay off more than £16,000 in debts.

Haymes, 52, who once earned four million dollars in 12 years, denied when questioned by Mr Gwyn Evans, Assistant Official Receiver, that he had been "living in the past and in the clouds."



Dick Haymes yesterday

He blamed ill health and extravagant living for his debts.

The American singer flew from Madrid to attend his public examination at Kingston upon Thames.

"I don't think I have been willfully dishonest," said Haymes, who plans to take part in a film being made in Spain at the end of this month.

The court was told he had lodged a statement of affairs showing unsecured liabilities of £15,627, including bank overdrafts of £5,000, rent arrears of £2,000 and loans of £4,000.

But he agreed with Mr Evans that his liabilities were "well over £16,000."

Million dollars tax

Haymes said that between 1943 and 1955 he earned about four million dollars, but half had gone in managers' and agents' fees and between 1948 and 1955 he paid about one million dollars tax in America.

In 1955 he discovered a "falling demand for his services" in show business.

Haymes told the court he had accumulated royalties in America which would cover his debts.

He had incurred some of the debts on a film project because "I was interrupted by illness and everything went down the drain." He was also declared bankrupt in America in 1960 on his own petition. This had been paid off.

Blaming his problems partly on extravagance, he said that between 1958 and this year his personal household expenses had been £15,375 and his income £7,723.

Filing in Spain

Haymes said he expected to earn between \$35,000 (£14,583) and \$40,000 (£16,666) for his filming work in Spain starting next month. He was also planning to go to America to arrange payments of his royalties, which would be sent to the Official Receiver.

His examination had been working in Spain. He agreed he had assets totalling about £800.

Before the hearing, Haymes denied he could not afford the air fare to attend the hearing in June. "It's a lot of nonsense," he said. "I am not running away from anything."

He said his English-born sixth wife, Wendy, was in Madrid with their two children Sean, 5, and Samantha, 2. He thought he would set up home in Spain for the time being.

PRAGER TO APPEAL

Nicholas Anthony Prager, 42, the former R.A.F. sergeant jailed at Leeds Assizes last month for passing secret information to the Czechs ten years ago, is to appeal against his conviction on two charges and against his 12-year jail sentence, his solicitor said yesterday.



Mrs Rose Norgan and her son, Denis, after yesterday's hearing of the V & G tribunal.

INQUIRY ON POLICE METHODS

DAILY TELEGRAPH REPORTER
AN INQUIRY into police procedure when dealing with suspects is to be held following a trial in which a detective admitted "going away with the rule book."

Mr Justice MATS, the judge at the trial, described it last night as "an alarming state of affairs."

The inquiry was mentioned at the end of a nine-day hearing at the Berks Assizes, Reading, Det. Con. CYRIL MULLETT, 36, of the Thames Valley police, had pleaded not guilty to three charges—corruptly attempting to obtain £300, corruptly accepting £100 and dishonestly handling stolen tools.

The jury found him not guilty of all the charges.

"Indoctrinated"

During the case Det. Con. Mullett said: "When you deal with people who club old people over the head then you do away with the rule book."

Asked if he had any scruples when dealing with a criminal being indoctrinated.

In cross-examination he said: "I am no way different. This is part of the practice or usual police officers in the country to get information and if they were honest enough to walk into this box and say it you would learn the truth."

After the acquittal the judge said: "Steps should be taken to ensure compliance with the laid-down instructions in the police force."

DEPUTY LIEUTENANTS

The following have been appointed Deputy Lieutenants for Northumberland: Major T. H. Baker-Cresswell, Col. J. R. N. Bell, Brig. L. Bolton, Mr. C. L. C. Besanquet, Capt. C. H. Cooksey, Col. L. V. Gibson, Major A. McLoughlin, Lt. Col. C. G. L. Reid, Col. W. M. Ross, Col. C. H. Spence, Col. W. F. Surtees, Capt. W. D. Thorburn, Col. J. V. Todd, Brevet Col. J. A. T. Webster.

Security check 'failed to find V & G leak'

AN intell inquiry last November about an alleged leak of information from the Department of Trade and Industry provided no evidence of anyone removing documents concerning Vehicle & General Insurance.

Mr KENNETH DOYLE, civil servant, told the V & G tribunal yesterday.

He had questioned several people during the investigation including Mrs ROSE NORGAN, he said.

Mrs Norgan's one of three people who have been named concerning the leak of confidential documents from the Department.

Mr Doyle, of Wanstead, a senior executive officer at the department, concerned with security, said he had been asked to make the investigation regarding a minute and a brief. All copies of V & G documents had been accounted for.

Action "too slow"

Earlier Mr JOHN ARNOLD, Q.C., counsel for the department, said the Department had not acted quickly enough on information of V & G which had later collapsed.

He said Mr David Steel, assistant secretary in the Department, had been quite right when he indicated the grounds of departmental thinking that there was good reason to intervene in V & G's affairs.

But these factors, which had suddenly emerged in the 1969 accounts, were not new. They were long inherent in the history and make-up of the company.

"The action Mr Steel devised, and which was taken on the 1969 accounts, would have been better taken very much earlier on and with much happier consequences."

Mr Arnold said it was not sufficient for the tribunal merely to establish by whose hand information about V & G affairs was improperly leaked. The tribunal will wish to satisfy themselves that the persons identified as culprits were all the culprits.

"Nothing can be more deplorable than that persons who are relatively junior should be named and identified and censured for what they have done, while there stands behind them more powerful, important subordinates whose creatures they were."

"Were there other conspirators? If there were, what were their parts in the conspiracy?"

Officials "zealous"

Mr PETER WEBSTER, Q.C. for the Department, said evidence would be brought to show that Department officials had acted not only carefully and thoughtfully, but zealously.

If a leak had occurred in the way suggested by the Attorney General by a betrayal of trust on the part of a junior employee, it was "clearly impossible to ensure against that sort of breach with absolute certainty without staffing the Department with computers."

Every aspect of Department officials' conduct was reasonable and was therefore not negligent. He would submit that the officials were acting in an extremely difficult field.

Action could only be taken where there was doubt about a company's solvency and where it appeared there was a risk of the company being insolvent. But the Companies Act did not tell anyone how to compute the values which threw up the solvency or insolvency.

Comments on company

Mr Webster said that witnesses would have to meet criticism about actions or inactions which occurred. He hoped that the tribunal would bear in mind the Department's dilemma in the difficulty of assessment.

A meeting at Bushey, Herts, between V & G officials and Mr ALAN CONNOR, an insurance broker, at which Mr Gordon showed them a copy of a Department minute of Nov. 4 commenting on the company, was described by Mr BERTRAM HEBBLEWHITE, general manager of V & G at the time of the collapse.

Mr Lawrence Kershaw, chairman of V & G, Mr Hebblewhite

FLAT FIRED FOR INSURANCE

JOHN PARROTT, 31, a freelance estate agent who started a fire in a block of flats twice within a week after insuring the contents of his own apartment for £5,000, was jailed for seven years at the Old Bailey yesterday.

Judge NEIL McFARLAN, Q.C., told him: "You quite clearly took the risk of roasting somebody alive in order to get money out of an insurance company."

"This offence in my view is worse than robbery. The only thing in its favour is it is not so prevalent."

Parrott had been found guilty of setting fire to his flat at Smyrna Mansions, Smyrna Road, West Hampstead, arson in a building while people were inside, and setting fire to the flat again three days later.

He had pleaded not guilty to all three charges.

Five different fires

Mr COLIN GART-LEVERTON, prosecuting, said that only a few months before the fires Parrott had insured the contents of his flat for £5,000. Late one night in April he set fire to the flat by pouring paraffin over the contents and putting a match to it.

Experts found that five fires had been started in the flat. Next day the insurance company received a claim from Parrott. Within three days, he again deliberately set fire to his own flat.

"This time the fire was extremely serious. Some rooms of the flat were completely gutted and neighbours upstairs—a man and a woman—were overcome by smoke and had to receive treatment."

After the second fire Parrott went to a police station and said: "My flat is on fire again. I had nothing to do with it." Fire officers again found paraffin in the debris.

Money from abroad

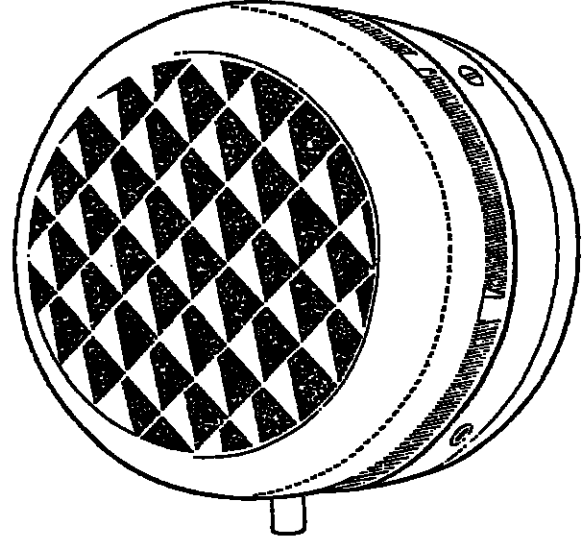
Parrott told the court he was unemployed at the time, but that six months before he had been successful as a freelance estate agent in Spain. He was living on his savings and still receiving money from abroad. He also won money at roulette occasionally.

He had been at the cinema at the time of the first fire, and had stayed out gambling until 4 a.m. On the day of the second fire he had called at the flat, although he had been living elsewhere because it was uninhabitable.

He switched off the lights because he heard a spluttering noise. He went out to buy a paper, and when he returned the flat was burning.

Det. Sgt. JAMES MORLEY said that Parrott had several previous convictions. As an estate agent in Spain he had been convicted of fraud.

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BUSINESSMAN SHOT BY RAIDERS

By Our Crime Staff

POLICE were searching yesterday for two men who shot a company director in the leg during a raid on his home at Hayes Lane, Kenley, Surrey.

Mr Robert Brodie, 54, who runs a Mitcham plastics factory, as said to be in a "fair" condition at Mayday Hospital, Croydon. He has head injuries and wound in the left thigh.

He said in hospital that he was shot after he went to answer knock on the door. The two men, wearing black gloves, rodd his daughter Susan, 17, in Gavin, 14, and himself into breakfast room.

"They struck Gavin in the chest. Then they started to pull Susan's hair. One of them hit me with something, and then a shotgun was pointed at me. I heard the blast at the same time the force of the shot fired me through the kitchen and I landed against a radiator."

They then left in a Ford car, which was later found abandoned at Norwood.

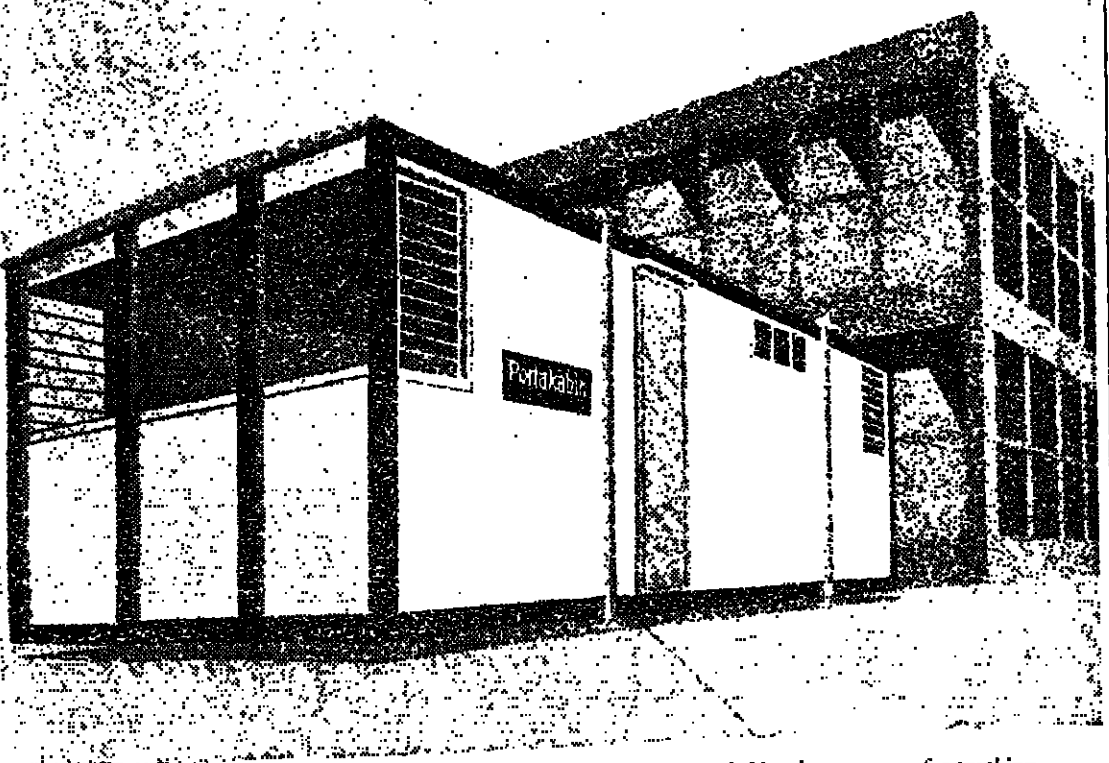
Police have issued descriptions of the men. One was aged between 25 and 30, 5ft 9in, with wavy hair, a Hitler moustache, wearing a dark grey suit and white shirt.

The other was the same age, 6ft tall and well built. Police think the men were would-be robbers.

FOOTBALLER FINED

Frank Munro, 23, Wolves' Scottish international footballer, was disqualified from driving for 14 months and fined a total of £25 at Cannock Staffs, yesterday for driving without insurance, driving licence and excise licence.

When you've got to grow, you've got to grow.



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From the week commencing 20th September this year, almost every man and woman in this country who's 80 or over will be entitled, as a right, to a pension (subject to approval by Parliament). The requirements are few and simple. Here they are...

You qualify for this pension if you are 80 or over on 20th September and are not already getting a National Insurance Pension or you're getting one of less than £3 a week. If you're a married woman you qualify if you're getting less than £1.85 a week.

There is also a residential qualification that you normally live in Great Britain and have spent at least 10 of the last 20 years here.

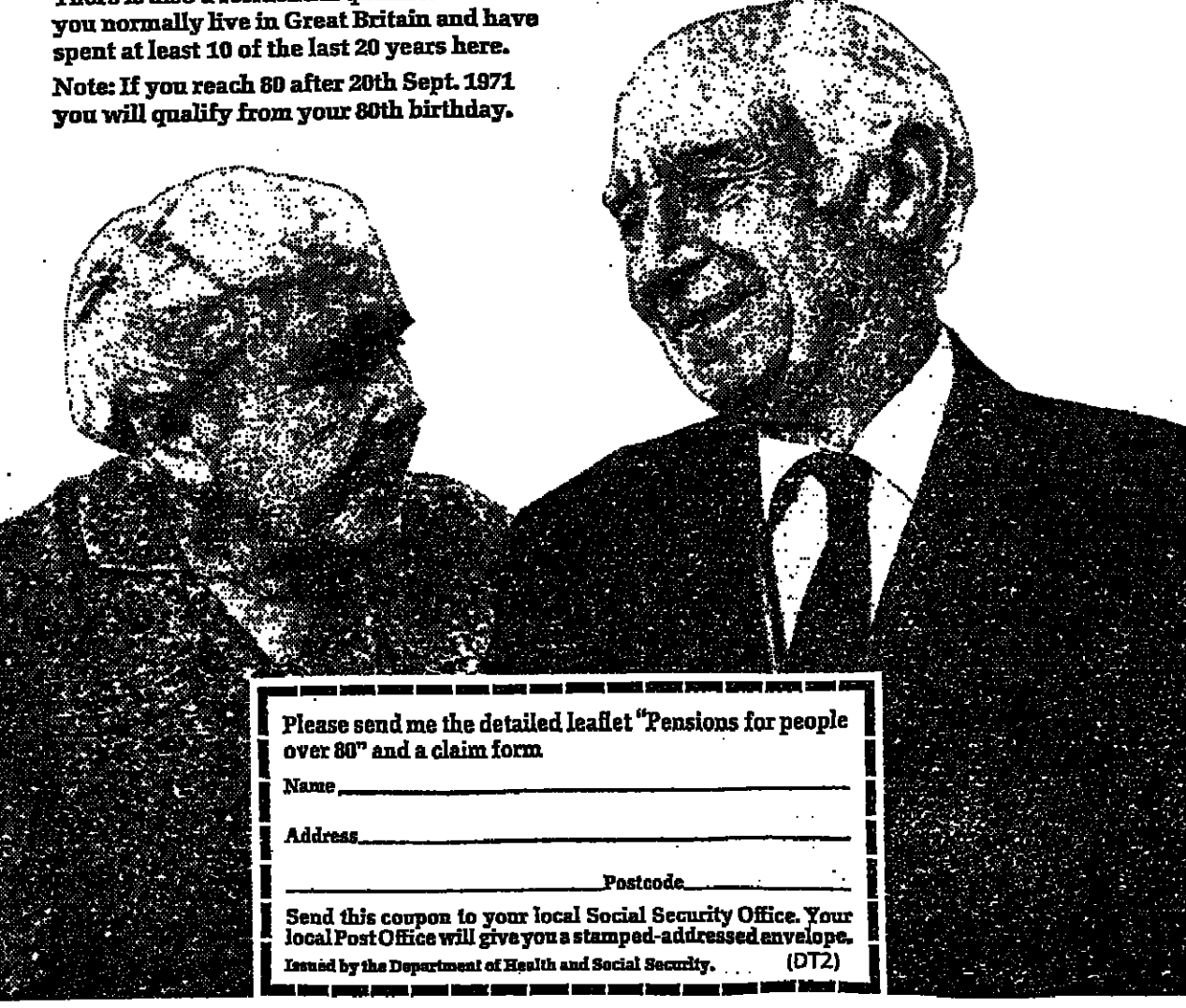
Note: If you reach 80 after 20th Sept. 1971 you will qualify from your 80th birthday.

How much will you get?

- £2.45 a week for a married woman.
- £3.85 a week for all others.

You need not claim if you are already receiving a pension. It will be increased automatically on 20th September 1971.

Don't hesitate to fill in the coupon below if you're not receiving and think you qualify for a pension. Perhaps you have an elderly friend or relative who might qualify. Please tell them and if necessary help them to claim.



Please send me the detailed leaflet "Pensions for people over 80" and a claim form

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Send this coupon to your local Social Security Office. Your local Post Office will give you a stamped-addressed envelope. Issued by the Department of Health and Social Security. (DT2)

ARAB ENVOYS CALL ON HASSAN AFTER OFFICERS ARE SHOT

By ANTHONY MANN in Rabat
SHOUTING "Long live the King," the 10 Moroccan officers who led Saturday's abortive coup against King Hassan II—four generals, five colonels and a major—were shot at Camp Mouleh Idris, near Rabat, yesterday, it was officially stated.

The Government radio announced the executions and played a recording of the firing squad's volley. Observers included Moroccan journalists and representatives of the forces who spat on the bodies. King Hassan now must reorganise his forces, which have lost eight of their 15 generals in three days.

GOODMAN MISSION MAY RETURN

By IAN COLVIN
INQUIRIES have been made by the Foreign and Commonwealth Office for hotel accommodation in Salisbury in case the Lord Goodman mission should be renewed or lead to a visit by Sir Alec Douglas-Home, Foreign Secretary.

I learn that these inquiries are "on a contingency basis" at Meikles Hotel, where Lord Goodman and his delegation stayed during their recent nine-day visit.
Another indication yesterday that the Goodman soundings may not have led to a dead end was an assurance from Mr Heath, who told the Commons that if there was any obvious major change in the Rhodesian situation during the summer recess "Parliament would have to be recalled."

This affirmed what Sir Alec told Mr Heath in answer to a question on Monday. Mr Heath asked for an assurance that there would be no decision about changing relations with Rhodesia while the House was in recess.

Brought to House
Sir Alec replied that "no Government can pledge themselves as to when they will or will not take a decision. What I can say is that before anyone else knows about that decision, it will be brought to the notice of this House."

Mr Heath told the Leader of the Opposition that he had read the script of an interview with Mr Ian Smith on the BBC television programme "Passions" on Monday night, "but I don't propose to comment on it."

Mr Heath told Sir Gerald Nabarro that he had no plans to meet Mr Smith over the "unofficial" visit to Salisbury or for sending another delegation.

Editorial Comment—P12
UGANDA SEEKING MILITARY HELP FROM BRITAIN

By Our Diplomatic Staff
Britain is expected to send instructors to help train Ugandan troops after talks between President Amin and Sir Alec Douglas-Home, Foreign Secretary, yesterday during which Uganda's requirements for military and economic aid were discussed. A party from Sandhurst are already in Uganda to advise on the establishment of an officers' training school.

It was announced in Kampala yesterday that guerrillas from Tanzania had attacked two Army units deep inside Uganda last Sunday and Monday, killing 17 Ugandan troops. The statement added that all the guerrillas had been killed in the encounters at Moroto and Jinja.

Government officials in Kampala denied a report that 50 people were killed in a clash at Magamba, 70 miles east of Kampala and that a group of dissidents had tried to stage a revolt at an Army base there.

STUDENTS ELECT Mrs JOSEPH
By Our Durban Correspondent
The National Union of South African Students has elected Mrs Helen Joseph, 66, as its Honorary President. She was the first person to be placed under house arrest under the Suppression of Communism Act in 1962.

The Government lifted the banning and house arrest orders in June while she was recuperating in a Johannesburg hospital from a cancer operation. Father Cosmas Desmond, 35, a British priest, who was recently placed under house arrest and banning orders was among 20 Honorary Vice-Presidents.



"You should have seen the one that I away!"

Around America PARKS 'CAUSE POLLUTION AND CRIME'

By Our New York Staff
THE popularity of the magnificent national parks preserved by the Government for the enjoyment of all Americans has produced a huge social problem for the National Park Service.

The parks have brought about over-crowding, which has led to a rapid increase in serious crime, pollution, noise and commercial exploitation.
Conditions at Yosemite National Park in California are so bad that car fumes and camp fires smoke jointly cause a permanent summer smog. Thieves mark the San Gabriel mountains outside Los Angeles stealing sleeping bags, stoves and food.

While serious crime in America increased by 83 per cent between 1968 and 1969, in the national parks it is going up by 126 per cent. Campers are forced to join long queues for every facility from lavatories to showers.
DELICATE POSITION
Egypt's position is delicate, since Libya is officially her close ally. At the moment when it was supposed that a leftist coup against King Hassan had succeeded, the Cairo Press launched fierce attacks against his closest collaborator, Gen. Oufkir, attacking since described as "an unfortunat technical error."

Gen. Oufkir, as Minister of the Interior, and Gen. Driss, now have total power under the King over civilian affairs and the armed forces and have tightened precautions throughout the country.

LUCK SAVED KING
"What have you done?"
OUR MADRID CORRESPONDENT said King Hassan survived because the attempted coup because rebel troops did not recognise him, according to a Spanish businessman who was in Rabat at the time "it was mere chance that the King was not killed."

Soldiers searching the summer palace found the King hiding in a small room. Assuming he was just another guest at the King's birthday celebrations, they searched him off to join the main party of prisoners.

30 ARRESTED IN SEARCH FOR JACKSON
By Our Buenos Aires Correspondent
Uruguayan police have captured 30 members of the Left-wing Tupamaros guerrilla organisation in a series of raids on terrorist hideouts in the search for Mr Geoffrey Jackson, the British Ambassador, and four other victims of kidnappings this year.

Police have captured a man believed to have been involved in the kidnapping of Senator Jorge Beronbaum, 24, the owner of a textile company.
His abduction was the sixth this year by the Tupamaros, and he is, probably, the fifth to be taken to the extremists' "people's prison." Mr Jackson was the first victim this year, on Jan. 8.

Rippon forces Sixhand on fishing limits

By WALTER FARR, Common Market Correspondent, in Brussels

BRITAIN is now well placed to obtain safeguards within the Common Market for some of the most important fishing grounds outside the six-mile limit as a result of an understanding reached between Mr Rippon, chief Common Market negotiator and the Six in Brussels yesterday.
The safeguards—which authorities said could cover "at least 12 miles" off shore—would benefit such fishing grounds as the Shetlands, Orkneys, north-eastern England and the waters off Devon and Cornwall.

Mr Rippon and his agricultural and fisheries aide, Mr Freddie Kearns, flew back to London yesterday after their last round of negotiations before the summer holidays. They were satisfied with the progress so far on fisheries safeguards.

E.E.C. miscalculation
I understand that the Six tried to force Mr Rippon to accept a so-called compromise which would have meant giving Norway, another applicant for membership of the Market, full control over her 12-mile limit for the arctic and Greenland waters without comparable safeguards for Britain.

The Six calculated that Mr Rippon would be so eager to reach agreement on fisheries—the last big problem in the negotiations—before the debate in Parliament, and certainly before the vote in October on British entry, that he would be forced to accept it.

Mr Rippon and Mr Kearns, however, responded "with all guns firing" as one negotiator put it. They pointed out to the Six that so far as the British Government was concerned it would be far better to go before Parliament with one item outstanding than to accept a deal giving Norway and Denmark big concessions and Britain few.

Threat to timetable
Some M.P.s, Britain's team said, might decide they would approve the terms subject to a subsequent solution which they considered satisfactory on fisheries. There were even hints that Britain would be prepared to upset the whole timetable for entry Parliamentary approval and delay a decision on fish until next year.

The Six, having promised big concessions to Norway and Denmark, will therefore be forced to consider a new compromise now being worked out.
They have already conceded that Shetlands fisheries could be shared equally with Norway, extending beyond the six-mile limit.

Clash with Norway
At present, the Norwegians are allowed to catch only dog and shark near the Shetlands as these are used for human consumption in Norway and are not required in Britain. Norway cannot fish for herring off the Shetlands but had hopes of doing so under the original Six plan.

Mr Rippon now hopes to safeguard not only herring off the Shetlands but also the herring fisheries off north-eastern England.
British negotiators were accused of trying to keep Norwegian fishing vessels out of home waters while seeking to send long-range vessels into Norway's 12-mile limit.

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SIX QUERY ON BONN POLICY

By PETER SCHMITT in Bonn

FRANCE has complained to West Germany about comments by Herr Scheel, Foreign Minister, which indicated that Bonn no longer shared the Common Market's view on Israeli withdrawal from occupied Arab territories.

During a four-day visit to Israel last week, Herr Scheel assured the Government that West Germany felt that a partial withdrawal might help a lasting peace settlement.

West German sources disclosed yesterday that Herr Ruethe, Bonn's Ambassador in Paris, had been summoned to the Quai d'Orsay, to report to M. Schumann, French Foreign Minister.

The Foreign Minister's attitude towards a Middle East settlement had "surprised" the French Government. He seemed to have indicated that West Germany had ceased to share the Common Market's French-inspired view on Israeli withdrawal.

Secret paper
France reminded West Germany of her obligation to stand by a secret Common Market working paper that had been approved by the Six on May 14, Herr Scheel, remembering Germany's moral commitment to Israel because of the Nazi past, had no alternative but to assure the Israelis of all possible political concessions by the West German Government.

It was his dilemma that this attitude clashed automatically with France's pro-Arab foreign policy.

Britain in Europe: No. 8—Road Transport Steep coach fare rises for foreign holidays

By ROBERT BULLOCH, Transport Correspondent

THOUSANDS of people taking Continental coach tours with British operators will face steep fare increases if Britain joins the Common Market. That is the considered view of leaders of 1,500 companies who make up the Passenger Vehicle Operators' Association.

At the same time Britain's roads will be carrying bigger and heavier goods vehicles as the road building industry comes into line with its Continental-based competitors.

For the railways there is likely to be little change, except perhaps in the carrying of freight. Passengers can already book to any city or capital in Europe. For many years there has been a "hands across the Channel" interchange of information, technical expertise, and joint working arrangements.

The way coaches and heavy goods vehicles operate is hard to define. Since the establishment of the Market, little progress has been made to evolving a common transport policy.

More traffic
For instance, France and Germany, where more traffic is carried on the railways and roads, have been anxious to maintain a privileged role for their railways. The Market members have now agreed that the authority of the railways should be judged on their merits.

This means that the enormous losses made by the State-owned railways should not be put on the shoulders of the other branches of transport—and that no transport should be withdrawn from the other branches for the benefit of the railways.

As there has been little progress in formulating a true transport policy, British operators, who are as sophisticated and efficient as any on the Continent, feel that they will have a major role to play in any future transport policies of the Market.

Initially they face a major problem over the differential between the number of hours British and Continental regulations allow a driver to be at the wheel. This is why fares for continental coach tours will rise and the weight of heavy goods vehicles is expected to increase.

Pakistan faces trade crisis as Bengalis pull out capital

By CLARE HOLLINGWORTH in Dacca

SCORES of middle-class Bengalis through the foreign banks in Dacca each day to open new accounts and transfer their money from West Pakistan banking houses.

They want to reduce their business with West Pakistan to a minimum and they are anxious that the Bangla Desh guerrillas have no grounds for accusations of "collaboration" with Islam-abad.

Many Bengalis have far greater confidence in foreign banks, which retain copies of their clients' accounts outside East Pakistan, because more civil disturbances are feared within the next few months. No Bengali believes he will be treated "fairly" by a Pakistan bank if he requires foreign currency or credit.

Many people have been shocked by the behaviour of the banks to the former members of the Awami League, although managers acted on orders from the Martial Law Authority.

2,000 on ban list
A list of nearly 2,000 names beginning with Sheikh Mujibur Rahman, the Awami League leader, and his family and ending with the sub-editors of provincial newspapers has been circulated with orders to block their accounts indefinitely.

Banking business in East Pakistan has fallen by between 80 per cent and 85 per cent since January, according to foreign bank managers in Dacca.

Merchants are dealing only in essential goods, such as food, cigarettes and motor fuels, one banker told me. The vital tea and jute trades, which provide more than half the annual foreign exchange and are shared both West and East Pakistan, are running at between 10 per cent and 20 per cent below their levels of last year.

Tea merchants will be fortunate if they can export more than one-tenth of the 65-million pounds of tea formerly sent annually to West Pakistan.

The situation in the tea gardens of the Sylhet area continues to deteriorate. During the past few days Bangla Desh guerrillas have destroyed two more factories, five roads and two rail bridges and laid mines on tracks which connect the gardens with the main routes.

Despite the extra protection given by the Pakistan Army, it seems unlikely that more than One member of the Government will remain in the area. Without British managers workers, who are Hindus, are almost certain to run away to India.

SUSPEND AID TO PAKISTAN SAYS MISSION

By Our New York Staff

International development efforts in Pakistan must be shelved "for at least the next year or two," according to a report by a special mission of the World Bank on the position for an early return to normal life.

Punitive measures by the Army were continuing, with people fearing to venture outside their homes. As a result commerce had virtually ceased.

One member of the mission, headed by Mr P. M. Casagelli, a British director of the Bank's South-East Asia department, said that in Kushtia "It was like the morning after a nuclear attack."

This has caused speculation that there may be changes in the American negotiating position with Hanoi. President Nixon's chief foreign affairs adviser, Dr Henry Kissinger, arrived at the Western White House yesterday after conferring with Mr Bruce in Paris on the new negotiating positions being taken.

Sources in San Clemente believe the Administration had become dissatisfied with the relationship between Mr Bruce, Hanoi and the Viet Cong at the Paris talks, Le Duc Tho.

SINGAPORE NOT TO FREE 4 CHINESE

By IAN WARD in Singapore

SINGAPORE High Court yesterday dismissed applications for writs of habeas corpus brought by four executives of a Chinese language newspaper jailed without trial under internal security regulations.

They have completed ten weeks in solitary cells and they are understood to be still under questioning by Special Branch police investigating a suspected Peking subversive operation.

A Government statement after their arrest alleged that they had been actively engaged in heightening racial emotions by inciting Chinese chauvinism.

The men, executives of the daily Nanyang Siang Pau, are Lee Mau Seng, 39, the former general manager, Siamsoo Tong Tao Chang, 48, editor in chief, Ly Sengko, 58, senior editorial writer and Keng Loong Sing, 29, a public relations officer.

Judge's ruling
The Singapore Chief Justice, Wee Chong Jiv, in his judgment yesterday, said the relevant sections of the Constitution provided for preventive detention to be exercised on the sole responsibility of the highest executive body.

This was the President, acting in accordance with the advice of the Cabinet, whose discretion was final.

No recourse was permitted except to an independent advisory body, the composition of which was provided for in the Constitution.

Requested by The Daily Telegraph to release details of the number of political prisoners being held in Singapore, the Government, last month, said that 70 people are being held for political reasons.

The Malaysian Government on Monday revealed that it was detaining a total of 1,399 political prisoners.

U.S. SWITCH IN VIETNAM TALKS LIKELY

By Our Staff Correspondent in San Clemente, California

America's chief negotiator at the Vietnam peace talks in Paris, Mr David Bruce, 73, may be replaced soon by the American Ambassador to South Korea, Mr William P. Carter, 56, according to White House sources in San Clemente.

This has caused speculation that there may be changes in the American negotiating position with Hanoi. President Nixon's chief foreign affairs adviser, Dr Henry Kissinger, arrived at the Western White House yesterday after conferring with Mr Bruce in Paris on the new negotiating positions being taken.

Sources in San Clemente believe the Administration had become dissatisfied with the relationship between Mr Bruce, Hanoi and the Viet Cong at the Paris talks, Le Duc Tho.

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White Paper plea for landlords 'FAIRER RENTS' SCHEME WILL GIVE CASH AID TO PRIVATE TENANTS

By DAVID HARRIS, Political Staff

HIGHER rents for many tenants who can afford them, rebates or cash allowances for those who cannot, and a complete recasting of the subsidy system are the main features of the Government's White Paper published yesterday on housing finance.

"The time has come," says the document, "for a radical change in housing policy." One of the fundamental changes will be the payments of cash allowances to private tenants, allowances which in some cases will mean that people on low incomes will in effect pay no rent.

On the other hand it finds that many taxpayers and ratepayers are worse off than the council tenants they subsidise and many private landlords poorer than their tenants. There is a danger that rent-controlled homes will drift into slumdom.

The overall plan, which will be bitterly fought by Labour in Parliament and in town halls, will be implemented by complex legislation to be introduced in the next session of Parliament.

The 57-page White Paper, "Fair Deal for Housing," says that although the housing problem has been transformed over the last 50 years, millions of people still face acute difficulties. There are nearly two million slums, another two million homes without basic essentials, many tenants who find rents a hardship, and people still without homes at all.

The Government levels the following criticisms against the present system—

PUBLIC SECTOR:

Existing subsidies are indiscriminate, with the Government paying about £157 million and councils another £80-85 million from rates in 1970-71. Of these amounts, 90 per cent. was used to reduce the general level of rents regardless of council tenants' needs. Only 10 per cent was used to give rebates to poorer tenants; also, housing authorities which do not need subsidies receive them; while those with the worst problems of slum clearance and overcrowding receive too little. The burden of the subsidies is unfairly distributed, with some ratepayers paying nothing while others pay a disproportionate amount.

Ratepayers worse off

Many taxpayers and ratepayers are poorer and worse housed than the council tenants they subsidise. Because of the subsidies, rents vary unfairly from one county to another. In March, 1970, the national average local authority rent before rebate was £2.23 a week, but in London the average varied from £1.90 to £4.41 from one borough to another. Housing subsidies from taxpayers and ratepayers, which cost some £220 million in 1970/71, would increase by at least £300 million over the next 10 years. This sum would not produce the new building required but would be a "staggering addition" to the nation's tax burden.

PRIVATE SECTOR:

Rent control was introduced to protect the tenant, but most controlled rents today barely cover the cost of proper maintenance. Tenants are being subsidised by their landlords. The rent of private tenants subject to rent control has not moved since 1957 and is typically 85p a week outside London and £1.50 a week in the capital. Many landlords are poorer than the tenants who enjoy a very low rent at their expense. The country's housing stock has suffered, with rent control accelerating the deterioration of Britain's older houses. A landlord who receives only a controlled rent cannot be expected to maintain, let alone improve, his house.

Drift to slumdom

If the present system is continued, slum clearance will be neutralised by the drift into slumdom of controlled homes. Meanwhile, tenants subject to rent regulations may have their rents increased. Outside Birmingham, which is running its own scheme, there is no help for those in need if they are in full-time work. The Government's approach to this is "first to determine a rent which is reasonable for the dwelling, and then to consider whether the tenant needs help towards that rent." Any rent subsidy should be directed to the tenant, not, as at present, to the house. Its three-point "new deal" for rented houses is:

- 1—Fair rents for all unfurnished tenants who can afford them.
- 2—A rent rebate or allowance for those who cannot.
- 3—Concentration of Exchequer subsidies on councils with the worst housing problems.

It bases its scheme on the fair rent system of the 1965 Rent Act, introduced by Labour. A "fair rent" is the likely market rent that a home could

command if supply and demand for rented accommodation were broadly balanced in the particular area.

Firstly, the Government will bring more controlled tenancies more speedily into the fair rent system. All the 1.3 million controlled tenancies, apart from those formally notified as unfit, staged programme beginning on January 1, 1973.

This is the date when rent allowances for private tenants will generally become available. The transfer from controlled to fair rents will take about three years.

Agreeing rents

The transition from the controlled rent to the registered fair rent will be phased in three equal annual instalments.

But, until the fair rent is reached, the annual increment will be not less than 50p per week.

Normally, landlords and tenants will agree the rents between themselves, with the right to go to the rent officer. But a number of safeguards for the tenant will be made, including a requirement that rents fixed without reference to the rent officer should be on a special form setting out the tenant's rights and the agreement then lodged with the local authority.

The fair rents principle will also be applied to the public sector. Council tenants will no longer be liable to rent increases resulting from the state of their authority's housing revenue account.

Instead, the rent will reflect the value of the house by reference to its character, location, amenities and state of repair, but disregarding the value of the accommodation. The council will make a fair rent assessment for every home it owns, often after consulting the rent officer. These provisional assessments will be published and tenants' representations considered. The assessments will then be submitted to a special committee drawn from the rent assessment panel, which will either confirm or alter them.

Three-year stages

Because most council rents are lower than the fair level, the Government says that to apply the new rents without phasing would dislocate the budgets of many families who do not qualify for a rebate.

Under its proposed phasing scheme, no council house rent will be increased by more than 75p a week in any year and the average increase for a local authority's stock of houses below the determined fair rent level is limited to 50p a week in any year. Once fair rents have been fixed, they will be redetermined at three-yearly intervals. Increases will again be subject to phasing.

The Government's central policy of subsidising people, not bricks and mortar, will be carried out through the national rent rebate scheme. From October, 1972, each council will operate a rent rebate scheme for its own tenants. From January, 1973, each local authority will run a cash allowance scheme for private tenants of controlled or fair rent properties.

A council tenant and a private tenant with the same rent, income and family circumstances will get the same amount of help towards his rent.

Initially, the basic structure of the scheme will be: Every tenant will have a needs allowance. For a single person, this will be £8.50 for a married couple, £13.50, and £2.50 for each dependent child.

If the income of the tenant (including his wife's income but disregarding the first £2.50 of her earnings) and certain other items, is the same as his needs allowance, he will pay only 40 per cent. of his rent, or £1 whichever is the higher.

If his income is more than his needs allowance, the actual rent he pays will go up by 17p for every £1 by which his income exceeds his needs allowance.

If his income is less than his

needs allowance, the rent he pays will go down by 25p for every £1 by which his income falls short of his needs allowance, to the point where he pays no rent at all.

The actual rent paid will be increased by fixed amount for lodgers and wage-earning relations living in the house.

Any council will be free to make the schemes more favourable provided it does not increase the cost by more than 10 per cent. over the cost of "model provisions" laid down by the Government.

Tenants receiving supplementary benefit will be covered by the schemes.

Local authorities will have to meet part of the cost of the rebates and the allowances. If the authority's rebate scheme follows the model provisions, 90 per cent. of the deficit on its housing revenue account will be met by an Exchequer subsidy in 1972/73, 85 per cent in 1973/74, 80 per cent in 1974/75, and 75 per cent. in 1975/76 to 1981/82.

The balance will be met from the rates.

For private tenants all rent allowances based on model schemes will be covered by Government subsidy in 1972/73 to 1975/76, and at least 80 per cent. thereafter.

The scheme will be reviewed after ten years.

There will be a special slum clearance subsidy under which the government will meet, for at least the first 15 years 75 per cent. of any loss to the rates incurred by a council on slum clearance.

In areas of housing stress, for the most powerful instrument for the promotion of new building will be the proposed new rising costs subsidy. It will meet the bulk of the deficit in-



Leora (left) and Margaret Robinson, 19-year-old pupil of Mary Hare Grammar School for the Deaf, Weybury, Berks, holding Duke of Edinburgh Gold and Certificates they received at Buckingham yesterday. Leora won her award for spending a month at a kibbutz, and Margaret for helping a physically handicapped at Newcourt Hospital, Exeter.

curring housing costs rise faster than incomes.

Instead, growing rapidly, Exchequer subsidies will remain at about the present level (£157 million in 1971) at current prices.

"The total of rate fund contributions to housing revenue accounts will be less than under the present system and the loss of rate fund contributing will be more evenly spread," says the White Paper.

Housing associations which provide homes for letting will be allowed to increase their rents to the fair rent level by increases not exceeding 75p per week.

Existing subsidies to housing associations will be phased out. A new subsidy will meet for 10 years up to 90 per cent. of the deficit in approved new building schemes.

Common Statement—P6 Peterborough and Editorial Comment—P12

'MORALS BIAS' IN HOUSING

SINGLE-PARENT families are often discriminated against on "moral grounds" when they apply for council housing, says the report of the Working Party on Single-Parent Families published today.

The party consisted mainly of social workers in Oxfordshire and Bucks. The report has been submitted to the Finer Committee on one-parent families.

It says that only local authorities have the resources to make a contribution towards solving the overall problem of one-parent families, whose housing needs are no different from those with both parents.

In some areas, the working party found, the views of individual councillors about an applicant "seemed to carry considerable weight."

In rural areas especially, a councillor would be consulted before a house was allocated in his village, and he might sometimes feel obliged by local opinion to recommend a deserving family rather than an unsupported mother whose reputation might be in doubt.

Practice deplored

The party says: "We deplore the practice of discriminating between applicants for council housing on supposedly 'moral' grounds, whether the discrimination is conscious or not."

The report advocates the introduction of a points system for allocating council homes which gives automatic priority to those in the worst bargaining position including one-parent families.

Products are sold at market prices and prisoners can qualify for union recognition when they are released.

Prison industries show profit for first time

By JOHN WEEKS, Crime Staff

PRISON industries are beginning to show a profit for the first time, Mr William Cox, director-general of the Prison Service, said yesterday when he opened an exhibition at Waterloo Station.

In the first four months of this year there was a profit of "several thousand pounds."

Five years ago the industries were running at a deficit of £750,000 on a turnover of £5,250,000. In 1970 they showed a loss of £200,000 on a turnover of £7,500,000.

Mr Cox said: "For as long ago as the mailbag days we have made a deficit, but we are now narrowly running into a profit, which is very encouraging."

He refused to say what the profit amounted to but said it would go into the Prison General Fund for the use of the service.

New workshops

The Prison Department was spending about £500,000 a year on new workshops. Jails were making textiles and clothing, and running engineering, laundry, farming and garden industries.

Products are sold at market prices and prisoners can qualify for union recognition when they are released.

Mr Cox said the prison popu-

lation was more than 40,000, and overcrowding was a problem for both prisoners and staff. By 1975 the population was expected to reach about 50,000, and in the 1980s about 60,000.

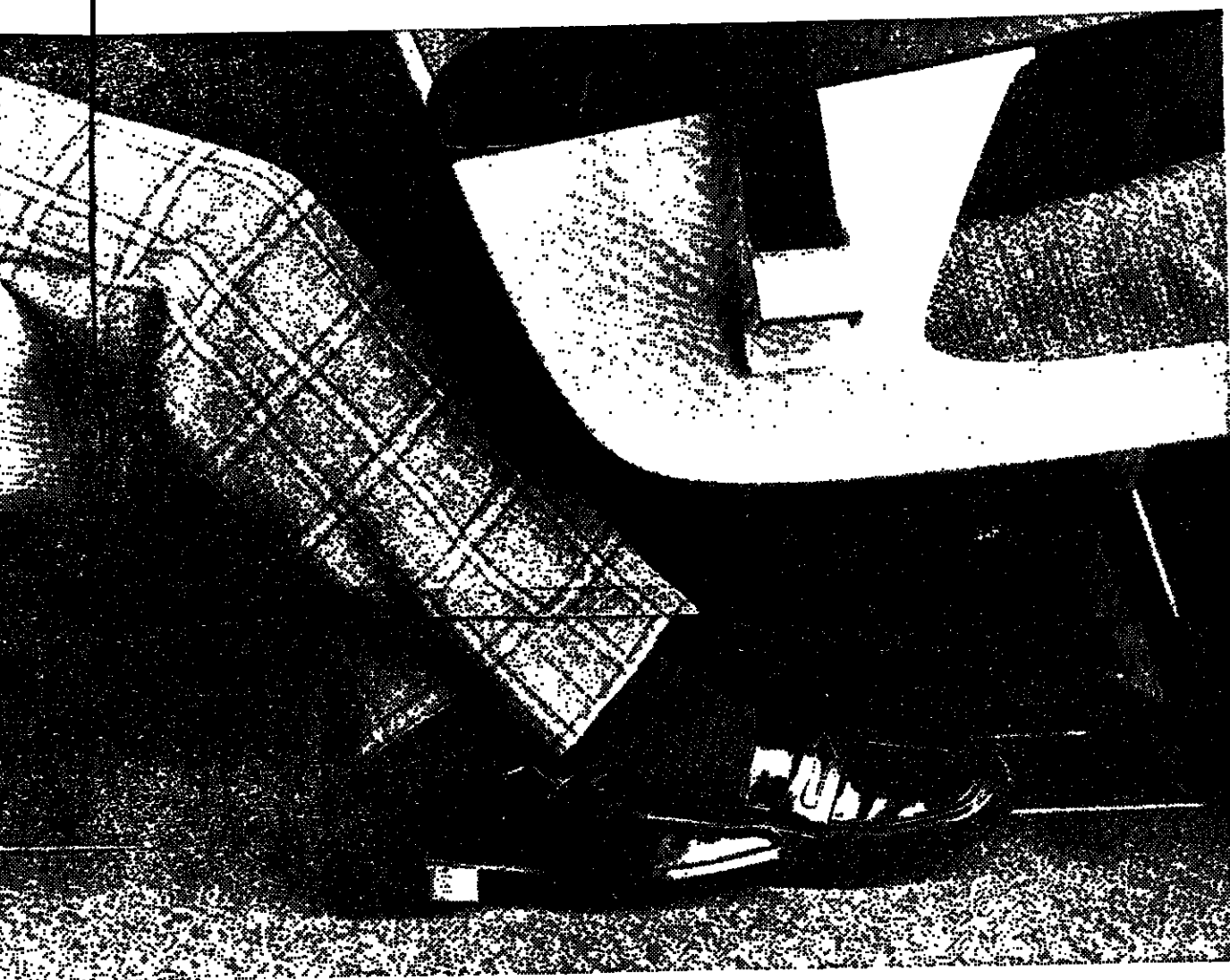
Recruitment of prison officers last year was "not very good" at about 700, but this year was expected to be about 1,000.

The exhibition, "People in Prison" shows jails from their early days through to the modern service.

MAN FINED FOR POLICE ASSAULT

Geoffrey Robinson, 20, window fitter, of Adelaide Road, Hampstead, was fined £20 and given a three-month prison sentence suspended for three years, at Old Street court yesterday after he admitted assaulting a policeman during an anti-police demonstration over the death of Stephen McCarthy, a Borstal absconder.

The case against another man, Robert Bullen, 30, roofer of Micklefield Way, Boreham Wood, was adjourned. He denies assaulting a police officer and obstructing two others.



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HOW THE SCHEME WILL WORK

The following table shows the weekly rebate or allowance where the rent is £5 per week

Income Per Week	Single Person	Man & Wife	Man, Wife & 1 Child	Man, Wife & 2 Children	Man, Wife & 3 Children
£ 1	£ 3 7/2	£ 4 3/2	£ 5 0	£ 5 6/2	£ 6 0
2	2 5/2	3 3/2	4 0	4 6/2	5 0
3	1 3/2	2 1/2	3 0	3 6/2	4 0
4	1 1/2	2 1/2	2 3/2	2 7/2	3 2/2
5	1 1/2	1 8/2	1 3/2	1 8/2	2 3/2
6	1 1/2	1 4/2	1 3/2	1 4/2	1 4/2
7	NIL	NIL	NIL	NIL	NIL

There will be a maximum rebate or allowance of £8.50 outside London and £8 in London.

Rents rebate scheme to benefit 2,500,000 private tenants

BY OUR PARLIAMENTARY STAFF

A NATIONAL rent rebate scheme for all private tenants was announced by Mr Peter Walker, Secretary for the Environment, in the Commons yesterday.

The scheme, which for the first time would cover the 2,500,000 tenants in the private sector, would mean that those on very low incomes would pay no rent.

Application of the fair rent principle to council tenants would result in an average annual increase of 50p a week up to March 31, 1973.

Mr Walker announced the Opposition with a claim that the Labour Government had prepared proposals on rents but had not published them before the General Election.

Mr Walker said in his statement that for the first time there would be a national rent rebate scheme for all unfurnished tenants, under which a rent rebate or allowance would be available to tenants who needed help to pay a fair rent for the house they occupied.

This would mean that 2,500,000 tenants in the private sector would have a rebate or allowance available to them for the first time, and that council house tenants in the almost 40 per cent of authorities which did not at present have rent rebate schemes would now be covered by the scheme.

For those on very low incomes in relation to their family responsibilities, the scheme will provide a full rebate of rent so that they will pay no rent at all. When the scheme is introduced, many council and private tenants will meet less of the rent of their dwellings than before.

The White Paper proposed the replacement of the existing subsidy system, to give a fresh stimulus to housing authorities and associations who needed to see on buildings, and to clear slums.

If an authority incurred a deficit on its housing revenue account because it built new houses for people now living in slums, Exchequer subsidies would meet about 75 per cent of the cost.

In addition, if the authority made a loss on the slum clearance operations itself, an entirely new slum clearance subsidy would meet 75 per cent of that loss.

"In order to give an immediate momentum to slum clearance we have decided that this new subsidy should be retrospective to the beginning of the present financial year."

He had announced on Nov. 3 that the fair rent principle would be applied to local authority dwellings and extended more rapidly to private controlled tenancies. The White Paper now made it clear that the rent increase for council tenants which was now below the fair rent would be phased in annual steps.

The average annual increase would be 50p a week, subject to transitional arrangements, up to March 31, 1973, on a private tenancy passed rent control and the fair rent was substantially higher, the increase in the rate of the tenancy would be paid in three equal annual instalments.

The Government intended to introduce a Bill in the next session of Parliament to give effect to the proposals in the White Paper. This would create a system of housing finance that was fair to all tenanted and which would help on people and areas need. Proposals for the re-organisation of housing finance in Scotland would be presented to Parliament the following day.

"Profoundly stationary" Mr Crosland, Shadow Secretary for the Environment, said many of the implications of Mr Walker's statement were profoundly reactionary, "certainly for the level of rent, for the rate of housing, and the distribution of income."

Conservative P's laughed when he said it while he strongly favoured water-occupation, how could Mr Walker in equity defend a system under which owners-occupiers alone received an increase of millions of council tenants going to be means-tested at the first time and face a rate increase in their rents?

Mr Walker replied that 2,500,000 tenants in the private sector would not receive the availability of a rate scheme for the first time particularly reactionary. Under the previous Government, rents in the public sector had risen 85 per cent.

When Mr Walker challenged the Opposition to publish the proposals for future rents that they had been proffering when they were in office, he drew angry shouts from Opposition back-benchers — who told him to answer Mr Crosland's question.

He said that when Labour were in office, 1,500,000 tenants were receiving subsidies through social security means testing, or were in existing means-tested rebate schemes, so Mr Crosland's objections were a complete hypocrisy.

Mr Heffer (Lab., Walton) asked if the scheme would be based on the earnings of the whole household, including tenants.

Mr Walker said there was a complicated formula. But Mr Heffer said he was far more generous than the one referred to the local Government by the previous Government.

Mr Wilson, Leader of the Opposition, said that Mr Walker had made accusations about the previous Government in matters of policy, contrary to the usual proprieties, about what papers were available to previous Governments.

He challenged him to produce evidence that any Labour Minister had approved any such policies.

"I can categorically state and my colleagues will confirm this, that no policy whatsoever was decided on... (Conservative laughter) Members may laugh but there is a serious matter of housing and Governmental proprieties here."

Mr Walker said that the last Government had announced that they were making a review of housing finance. They had given as a reason for the review that they wanted to see so far as the finance of housing was concerned, that the help given went to those most concerned.

They spent many months on that review. In spite of constant pressure from the Conservatives after many months of work they were unable to give their conclusions before the elections.

"It is remarkable the last Government spent months not coming to conclusions and it took this Government two months to do so."

"Different language" There were shouts of "withdraw" from the Labour side. Mr Wilson said the Minister was now talking very different language.

He had three times said Labour had come to conclusions and not announced them. Now he was saying they had spent some time examining this.

And so we did. We rejected the facile and reactionary proposals he has now accepted. Will he now withdraw? There were Labour cries of "Twister," "Withdraw" and "Spiv."

Mr Walker said he knew of no conclusion that the last Government had reached here but he believed they had reached one. Mr Wilson now had a unique opportunity for at least telling the country and Parliament what his conclusions were.

Mr Wilson: I have in exercise the unique opportunity of telling Parliament that what Mr Walker said was a total mis-statement of the position. He should withdraw if he should recognise matters of housing affecting millions of people are not matters for this slick approach.

He pressed for a debate in Government time before the recess in which the Opposition could not merely accept his apology for the position now, but in which the Commons could examine the rightness of the proposals.

Mr Walker said that debate was a matter for Mr Whitelaw as Leader of the House. "I would welcome a debate because I am dying to know Mr Wilson's views."

Visitors 'are grossly overcharged'

By Our Parliamentary Staff

SOME foreign visitors are being grossly overcharged during their stay in Britain, Lord SEGAL (Lab.) maintained in the Lords yesterday.

He regarded this as an instance of private enterprise gone mad. "Here is a Government doing its best to get this country into Europe while allowing private industry to do their best to keep Europe out of this country."

Lord DENHAM, a Government spokesman, replied that if a visitor was charged more than the provider of the goods or services was legally entitled to demand he had the same legal remedies as any British subject, which included the right to refuse to pay the excess.

There was no machinery for limiting prices except where there was statutory control.

Lord BROWN (Lab.) asked if the British Tourist Authority could set up a channel through which foreign visitors could ventilate their grievances. But Lord DENHAM said the authority was primarily a promotional organisation and was not geared to receiving complaints.

Lord SEGAL said many visitors were reluctantly forced to sleep out in hotels because they could not afford the high charges made in London.

Lord Segal's allegation reflects growing concern at rising prices in restaurants and hotels. As reported in The Daily Telegraph on July 2, London hotel tariffs are now the highest in Western Europe.

Lord Mancroft, president of the British Tourist Authority, set up by the Development of Tourism Act, 1969, was formed out of the former British Travel Association, established in 1929 as a trade body of hoteliers, travel agents and others engaged in promoting tourism in Britain.

It took over the association's headquarters in St James's Street, and many of its staff, including Mr L. J. Lickorish, the chief executive. Its chairman, Sir Alexander Glen, chairman of Clarkson's, the tour operators.

The Authority has a staff of 500 and an annual grant of £3,500,000 from the Government to promote Britain as a tourist country. It does not have any of the consumer protection provisions of many Continental tourist administrations.

In France, Belgium, Spain, Portugal, Italy and Greece hotel tariffs are controlled by law, and several Continental countries also require restaurants of every grade to provide tourist menus at controlled prices. Tourist authorities have powers to inspect and supervise establishments and deal with visitors' complaints.

The decision was taken after a two-hour private meeting at the Commons. There was no open reference to the controversy over the B.C.C. television programme, "Yesterday's Men," which aggrieved Mr Wilson, Opposition leader, and the Labour party.

The initiative came from Mrs Barbara Castle, who appeared in the programme. She carefully kept off the subject but referred at length to other cases of alleged bias.

Before the meeting were two long reports containing "Evidence from Mr. Joe Haines, Mr. Wilson's Press secretary,

and officials at Transport House. These covered a period dating back before the 1970 Election.

The committee felt it was unqualified to pass judgment. The inference was clear that the B.C.C. governors were also in no position to pass judgment on questions of bias affecting the working of the Corporation. On these grounds there was a widespread feeling for the need of a broadcasting council.

The kind of council would have to be considered by the Government of the day, but at present it is visualised as a body to the Press Council, without punitive powers.

People affected harmfully by broadcasting events would have recourse to the council.

The recommendation will come before Labour's next executive meeting on July 28. If accepted, it will become part of the executive's annual report to the full party conference.

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HOUSE OF COMMONS 2.30: Education (Milk) Bill, remaining stages.

Yesterday in Parliament

INVESTMENT GRANT RETURN IF DECIDED BY EEC

By OUR PARLIAMENTARY STAFF

THE Government was prepared to return to a system of investment grants if the European Economic Community decided on such a policy, Mr Heath said in the Commons yesterday.

Mr ROY JENKINS, Shadow Chancellor of the Exchequer, challenged the Prime Minister to say that he would not allow "party dogma" to prevent a return to grants.

Mr HEATH indicated in reply that if this was in the interest of the Community the British Government would not oppose grants.

Last October, Mr Barber, Chancellor of the Exchequer, announced that investment grants would be replaced by tax allowances from Oct. 26 this year.

Mr HEPPER (Lab., Walton) said the Commission was considering abolishing investment incentives, and replacing them with grants with a ceiling of 20 per cent. Such a policy, if it were applied to areas such as Merseyside and the North-east coast, would be disastrous.

Mr HEATH stressed that the Commission was in the early stages of formulating its policy. The objective was the reasonable one of stopping individual countries trying to outbid one another for investment.

This I believe would be to our advantage. We have great attractions for firms to invest in this country. I don't see why we should have them outbid by other members of the Community."

Mr JENKINS: Will you assure me that, at the end of the day it appears that the investment policy towards development areas of the Labour Government is more acceptable in Brussels than that of the Conservative Government, you will not be inhibited by party dogma from proceeding with the most effective policy?

Mr HEATH: If in the interests of the Community we felt this was a satisfactory arrangement, no doubt we would express our agreement with the Community.

Strike families If a man went to prison for something highly illegal, his family was likely to get more social security benefit than the family of a man who had legged it on a strike, said Mr ASHTON (Lab., Bassetlaw). This had come about because of the "strike" families had been cut.

Mr DEAN, Under-Secretary, Health and Social Security, replied that supplementary benefit payments during trade disputes to the dependants of people disqualified because of the dispute for receiving benefit themselves, totalled £4,882,284 in the 12 months up to March 23.

Prisoners' wives were treated like other women who were on their own. In the case of strikers this was a voluntary act on the part of the individual concerned.

Supplement claim Under the last claims for family income supplement so far received have been granted, said Sir KEITH JOSEPH, Secretary for Social Services. The average award to successful claimants was estimated at around £1-50 a week.

By July 6, 43,792 claims had been received. Of the decisions so far given, 16,344 had been favourable and 17,517 unfavourable.

Mr MEACHER (Lab., Oldham, W.) said that total take-up of this benefit with only three weeks to go to the first day of receipt was still only 10 per cent of those eligible.

Sir KEITH said his objective remained to get a very high take-up. But his experience advised him that the take-up of a brand new benefit would be slow.

Mr O'MALLEY (Lab., Rotherham) said it is not the case that this scheme is demonstrating once again the unresponsiveness of the Government.

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GROWING CONCERN

Dear London hotels

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Advertisement for Ford cars, featuring a Ford Taunus model 20M and a Ford Mustang. Text includes "If you're no ordinary driver see the imported range of Fords at Godfrey Davis" and "The Ford Mustang is no ordinary car. Nor is the German Taunus. They're part of the International range at Godfrey Davis. We supply and service Fords from America, Germany and Australia. Come and look. If you're no ordinary driver."

Advertisement for Godfrey Davis, featuring a Ford Taunus model 20M. Text includes "Godfrey Davis", "EALING ROAD ALPERTON MIDDLESEX", "Telephone: 01-997 3388", and "If you would like a brochure, tick as appropriate American German Australian Fords".

Labour move to set up broadcasting watchdog

By Our Political Staff

THE information committee of the Labour party's national executive yesterday unanimously recommended that the party should commit itself to the establishment of a broadcasting "watchdog" council.

The decision was taken after a two-hour private meeting at the Commons. There was no open reference to the controversy over the B.C.C. television programme, "Yesterday's Men," which aggrieved Mr Wilson, Opposition leader, and the Labour party.

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The following Class Lists have been issued at Oxford University.

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Queen's, Belfast

- A. J. R. ... B. J. ... C. J. ... D. J. ... E. J. ... F. J. ... G. J. ... H. J. ... I. J. ... J. J. ... K. J. ... L. J. ... M. J. ... N. J. ... O. J. ... P. J. ... Q. J. ... R. J. ... S. J. ... T. J. ... U. J. ... V. J. ... W. J. ... X. J. ... Y. J. ... Z. J. ...

Wales

- A. J. R. ... B. J. ... C. J. ... D. J. ... E. J. ... F. J. ... G. J. ... H. J. ... I. J. ... J. J. ... K. J. ... L. J. ... M. J. ... N. J. ... O. J. ... P. J. ... Q. J. ... R. J. ... S. J. ... T. J. ... U. J. ... V. J. ... W. J. ... X. J. ... Y. J. ... Z. J. ...

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سورة الاحقاف

WOMEN BEHIND THE SCENES

By Violet Johnstone

TALKING to Wendy Toye over lunch means sitting on the large, cool, darkened stage of Drury Lane for a short break between rehearsals while Miss Toye stokes up with a ham roll and a can of lemonade.

She is directing what is likely to be the most expensive musical ever staged in London, a mammoth revival of "Show Boat" (opening at the Adelphi Theatre in just over a fortnight), and finds it a totally absorbing task.

Soon after I got there Cleo Laine arrived unable to talk as she'd swallowed something the wrong way; Benny Green, script director, reassured Miss Toye that his backache had gone; one of the dancers came to show her that his foot was all right again.

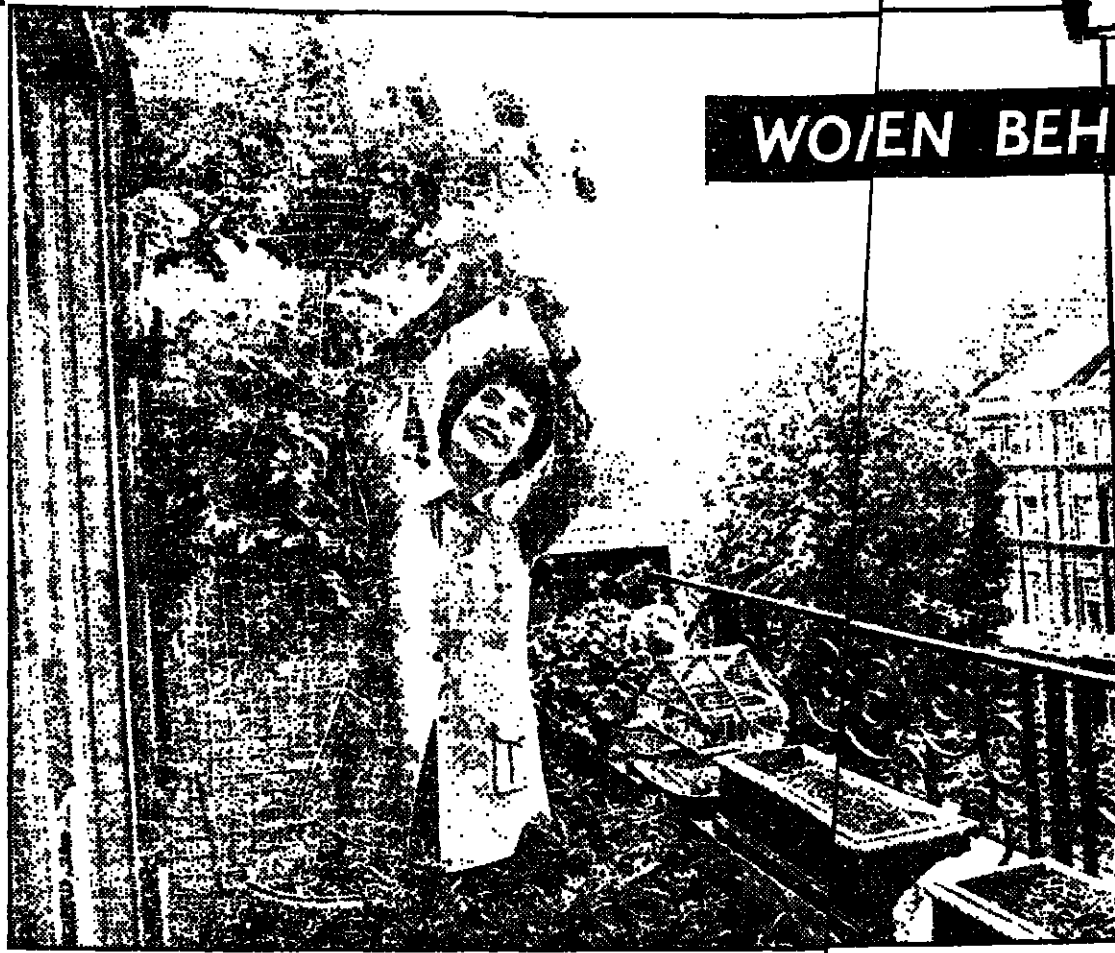
"Are you all well and happy?" she said, sweet-talking one of the principals of the 60-strong cast.

Whether it's coffee, lunch, tea, supper or any other break, the director concentrates on mothering the talent as well as organising it.

Since the beginning of January, when Miss Toye was invited to direct "Show Boat," she has held over 400 auditions and for a month has been leaving her home in Chelsea at 8.45 every morning and returning at 10.30 p.m. Total involvement suits her.

"I feel it suits most women," she said. "So don't think that this is the reason why there are so few women directors." She gets only about two or three letters a year from girls wanting to go in for directing, as opposed to countless numbers from those interested in acting or dancing.

"It's difficult to get started, of course, although much easier these days with companies like the



Wendy Toye (left), officiate on her Chelsea balcony; in the back patio she grows runner beans. Keeping the props in order (right) is an important part of stage management for Barbara Penney, left, and Jill Fraser. Here they are putting the finishing touches to the set of "Twelfth Night" at Stratford.



LAUNCHING 'SHOW BOAT,' ON A HAM-ROLL LUNCH

Royal Shakespeare having regular assistants to the directors. And you can become a trainee in rep."

She started her own career as a dancer and learned a lot about choreography by watching the Diaghilev Ballet, which in turn led to her first offer of directing: Sir Charles Cochran asked her to direct "Big Ben" before she was 25—also at the Adelphi Theatre.

Since then she has directed films, operas, plays and musicals, as well as running her own international ballet company at one stage.

Perhaps one reason for her success is that she

only takes on things which she fully understands and likes. "I've got a play by Robert Graves—his first—at the moment which he would like me to direct, but which I think I'm going to turn down. It's too philosophical and I'm not sure that I fully understand the subject."

"This may sound conceited, but when I accept to direct a production I know I can do it. I've got many people's reputations at stake and it's essential to have complete confidence myself."

Miss Toye is also doing the choreography for "Show Boat." Doesn't she ever feel she'd like to be out there dancing herself?

"I do, often," she said, "and particularly this time as I've asked Frederick Frank, a new Artistic Director of the Washington Ballet to be my associate choreographer. We began our careers dancing together and were partners for six years."

"It's wonderful working together again after 30 odd years and slightly nostalgic, too—we just wish we were dancing all the numbers!"

A Seventies production of a musical which had its original London opening in 1928 (there was one restricted war-time revival in 1933) is bound to be different, although Miss Toye

insists that she is not updating "Show Boat."

"It's a great show in its own way and one is anxious not to spoil it," she said, "but there are many things which an audience today will not accept. For example, a simple front cloth coming down and music being played between scenes."

"I'm a great flopper when I'm not working," Wendy Toye admits, "and immediately after a show I enjoy catching up on reading and on my friends. Many of them are in the theatre and understand my disappearance for long periods, but it's nice to catch up again and invite them for meals."

After the opening of "Show Boat," she is off on a motoring holiday in France. "The tickets have been booked, which is just as well, as I would probably never leave the show otherwise. I get so attached to a cast I'm loth to leave them..."

Making a career in the theatre, but not on the stage

By Lynne Edmunds

THE atmosphere backstage when the Royal Shakespeare Company is appearing at Stratford is often more exciting than out front. While the actors stalk tensely to and from the wings—cloaks flowing, gowns swirling—the stage manager and team are fully stretched, controlling the lighting, timing the sound effects, lining up props, and prompting.

This is the world that Jill Fraser and Barbara Penney wouldn't exchange for acting at any price. Most people see the stage-manager's job

as a very poor stop-gap. But when I asked Jill, a fully-fledged stage manager, and Barbara, an assistant stage manager, if they were frustrated actresses, I got a very emphatic "No!"

"It's no good being a stage manager if you're banking to get on the stage all the time," said 23-year-old Barbara. "You'll probably be lousy at it because nowadays it really is a profession. It is getting more technical all the time."

She proved her point by showing me the prototype sound board which, with its hundreds of switches, looked as complex as the cockpit in a modern jet. They all regulate different sound effects which have to be timed, and even mixed, perfectly. "If you throw the wrong switch you demolish the scene," said Barbara.

Jill, who is working on the latest production "The Duchess of Malfi" opening tomorrow, was even more emphatic about the job.

"Once we were frowned on as the dog-bodies of the theatre world but now most of the drama schools have special courses to teach you the job."

A Londoner, she studied at the Central School of Speech and Drama, while Barbara, who comes from Stratford, spent 15 months at RADA learning sound and lighting techniques and general skills.

Both girls admit a lot of the job is "just hanging about." But when there's a crisis they're the ones responsible for sorting it out.

One of their worst crises came on the Australian-Japan tour last year. "The oak in 'The Merry Wives of Windsor' was nailed when it should

have been screwed together," said 25-year-old Jill. "Every time Brewster Mason climbed on it bits kept falling off—and the rest of the cast was dancing round dodging them."

"To the Japanese it was a scandal that women were working as stage managers," said Jill. "But in the end they came to respect us."

The first thing that any company's team of stage managers—the RSC has six men as well as the two girls—has to aim for is calm. "We try not to panic because everyone else gets upset. We're the ones that should keep everyone calm," said Barbara.

"The director can keep us working as long as he likes at the run-up stage—from 10 in the morning until 4 the following morning, if necessary." Another strain is working on the same production for a long period of time. The longest run they've had so far is 150 performances with "Twelfth Night," though 70 is about average.

Prompting can present problems. "It takes a lot of concentration," said Barbara. "But when actors dry up they usually go dead so you have to shout and the audience can hear too."

"Then you have to remember the people like Judi Dench, Emrys James and Elizabeth Spriggs who refuse to be prompted. They prefer to ad lib."

What about the future? Some stage managers are determined enough to get into directing. Barbara likes the idea, but her first ambition is to be a full stage manager. Jill has different ideas.

"I'll go into the administrative side. People tend to think you're tough anyway if you're a woman stage manager, and they would be even worse if you were a director."

CLOTHES TO SUIT THE CUISINE

Dress right, if you want a good table

WHAT do you wear when you lunch out in town? It's a real biting problem in these days of fashion chaos when there's no firm hand to put us safely, if slavishly, on the right track.

Now it is the people and the place that set the pace fashionwise. There's nothing more soul destroying for a woman—if you're like me, at any rate—than to turn up in a flounced, flowery dress and crocheted shawl and

find everybody else in neat blazers and Or to dress meticulously in a nice conservative suit and pearls when everybody you rub shoulders with is casual in denim or suede.

The right outfit can make all the difference between getting a good table and a poor one! Recently I watched two women, dressed-up in a dressed-down place, being carefully stowed away, like luggage not wanted on the voyage, in a dim corner.

It could also happen the other way round. To give a helping hand, I've been lunching around in places as wildly different as east and west trying to put my finger on the right look for each place. Below I have sketched the appropriate outfits for four different restaurants and (bottom of page) reported the reasons why.

Beryl Hartland



1



2



3



4

- 1 MIRABELLE
- 2 THROGMORTON
- 3 SAN LORENZO
- 4 SAVOY GRILL

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If that birthday has cropped up yet again, or you are rich enough anyway to lunch a couple of girl-friends at the Mirabelle, don't. I beseech you, try to compete with the flowers. You haven't a hope.

They are inside, outside, underfoot and overhead. Wear anything floral and the chances are you mightn't be discovered till watering time next day.

Even the perfectly acceptable little pastel suits paled against the décor. Women who knew how to be visible against the floral chairs, catch the waiter's eye—and other people's—chose crisply dark prints.

One girl who succeeded was in a pleated black, brown and white geometric print midi. With it she wore dark brown suede boots and matching belt and shoulder bag; she looked young, contemporary and elegant.

If you are lunching with your broker in the City, it could well be he will choose Joe Lyons' Throgmorton Restaurant, a share's dive across from the Stock Exchange.

The atmosphere is reassuringly solid (he's probably well aware of this!), the waitresses as friendly and staunch as gilt-edged, and you will want to look feminine yet businesslike.

As you stand and sip a pre-lunch drink at the stout mahogany bar, surrounded by a sea of dark suits, you couldn't do better than one woman who made heads swirl above their stiff white collars.

She wore a white jersey Forties suit topped with a dashing, head-hugging, dark flowered sou'wester, the latter perfect for the wind that whips down the narrow City streets.

She looked knowledgeable yet elegant.

If somebody suggests lunch out under the blue sky at San Lorenzo, that very "in" restaurant in Beauchamp Place, where the girls tuck into the delicious home-made flour-free Gnocchi di Ricotta to urge, for heaven's sake resist the siren to tug up.

For here it is the kiss of death, when casual denims ranging from Yves St Laurent to King's Road and spigged print smocks on the young, are as much a must as the Cinzano Blanc everybody drinks before lunching.

To look cool and right, take a tip from the girl I saw there who wore a light blue denim battledress jacket and pants.

She wore her long sleek hair clipped smoothly back and, to complete the casual look, carried a soft shoulder bag.

If a friend wants to lunch you splendidly and, incidentally, get his hand in at some Continental motoring in the centre of London, he will drive on the right 50 yards up to the door of the Savoy.

Here grooming counts more than gimmicks; you should wear your most elegant outfit.

In spite of a few pink tulle hats floating around, women wore hatless and wearing as much black and white—mostly prints—as a herd of zebras.

The combination looked terrific against the raspberry banquettes and deep grey of the Grill Room.

So, naturally enough, it was a woman in black and white who summed up the perfect look.

She had topped a simple, white-collared, capelleted black outfit with a huge white turban and clipped on a pair of plum-sized double pearl earrings.

Which new Buto treatment do you need?

Buto have introduced two new beauty treatments. Because no one depilatory can be effective yet delicate enough for all uses on all types of skin.

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HOUSING REVOLUTION

"A RADICAL CHANGE in housing policy": that is the phrase which yesterday's White Paper uses to describe the Government's detailed proposals for reform of the housing subsidy system.

In a nutshell, the money devoted to housing is in future to be spent where it is most needed. The slum clearance drive will be intensified; housing authorities under special strain will receive preferential treatment; the corner stone of the whole structure is the decision, recommended over years by this newspaper, to attach subsidies to people in need of help with their rent rather than to distribute them indiscriminately to the tenants of council houses.

The method by which the degree of aid to be given to needy tenants will be decided looks at first sight complex, but it does impose a limit on the subsidy which can be granted and thereby provides a guarantee against lavish expenditure on poor families with extravagant views of their housing needs.

PRINCIPLES FOR RHODESIA

MR IAN SMITH has returned sceptical answers to sceptical questions in his recent television interview. They may not—and we hope they do not—reflect the true likelihood of a settlement with Rhodesia, but rather tactical caution at a time when his offers are under active consideration in London.

The five Principles, tending towards African majority representation on an unknown time scale, were a respectable starting point for the last Conservative Government in 1964, but they were no more than guidelines needing interpretation and the consent of those most vitally concerned.

Had it been the British intention to compel Rhodesia to adopt the same form of nationalist African State as other British colonies, in which the once predominant white community has today practically no say and no safeguard, it would have been necessary first to take stock of results in those African States.

A WELCOME SURPLUS

NO BETTER FILLIP for Mr Heath's campaign for entry into the Common Market could have been provided than Britain's star performance in last month's trading account. That evidently was how the City interpreted the event, judging by the zest with which stocks and shares moved head.

Such buoyant trade returns will inevitably raise expectations of further moves to reflate the economy. The dance of payments may well indicate that such moves are now being afforded, and there is the political case that Mr Heath's hand will be strengthened in his moves towards entry into the Common Market.

ARTHUR SELDON describes an American experiment that might suggest a way to reform our Welfare State

Reverse axes to abolish poverty

IN August, 1968, 86 families in Trenton, New Jersey, began to receive a new kind of social benefit that could in time revolutionise the treatment of poverty in the USA and the whole Western world.

It does not require vast State bureaucracies to administer "social" services to everybody. It does not require even smaller bureaucracies to provide services to the 10 or 20 per cent living below "the poverty line", wherever that is judged by individual countries to lie.

Table with 4 columns: Group, Guaranteed total income (% of poverty line), Tax rate (%), and Reverse tax per year paid when earnings (dollars) are 2,000, 3,000, 4,000.

The 724 experiment families are the recipients to "invest" in themselves by more training or more "control" families (which are not re-exposed to the reverse tax: they continue to receive existing welfare benefits that the experiment families generally lose).

Income is recorded once a month, and the payments are posted fortnightly. There is thus no means test as commonly known in Britain and no lack of "take-up" by families entitled to it.

The whole experiment in five cities in the States of New Jersey and Pennsylvania and three rural counties in North Carolina and Iowa, is known as the New Jersey Graduated Work Incentive Experiment.

For several years there has been growing agreement in the United States that welfare families often receive more in State benefits than many families earn in full-time work.

There was a difference, however, in the number of hours worked in husband-wife families. Those in the experiment worked about 12 per cent less a week, or some five hours. But their earnings per hour rose much more (around 20 per cent) than in the control families (8 per cent).

The heads of families worked less not because some stopped working altogether but because some worked rather less overtime, or were unemployed rather longer, or worked less on a second job.

Minister's hint breaks a rule

WITH more valour than discretion, when announcing his new housing proposals yesterday, Peter Walker broadly hinted what Labour's own policy would have been but for the General Election.

It is a firm convention that Governments do not make capital out of their own mistakes. Ministers had under consideration but did not publish. Indeed the senior Civil Service take pains to make this impossible.

During a General Election campaign, policy documents circulating round departments but not approved by Ministers are taken off the files and are not shown to a new Government.

The first fire THOMAS SHAW, the 53-year-old British Ambassador in Rabat who is to retire from the Foreign Service within a few weeks, little supposed that his term of office in Morocco would end in so spectacular a fashion as Saturday's attempted coup against King Hassan.

It was, I understand, the first time in his diplomatic career that he had come directly under fire and, despite the carnage, he told a friend that he found the experience in such grotesque circumstances "curiously stimulating".

YESTERDAY, in its second week, the V & G tribunal had an often somewhat audience averaging seven or eight in the public gallery. They were outnumbered at all times 10 to one by lawyers, civil servants and insurance functionaries.

LONDON DAY BY DAY

impossible to hear questions or discover whether the answer was "yes", "no" or a non-committal murmur.

The QCs and juniors with seven microphones at their disposal, plus one for the witness and three more for the tribunal's members, have still to realise that their setting is rather different from one of the cosier Law Courts as far as the public is concerned.

Unpermissive FROM an Oxford Street shop assistant, asked for maternity clothes: "Sorry, madam, the season's over."

Claiming exemption AFTER talks with Customs and Excise officials dating back to the Green Paper on Value Added Tax in March, London's art dealers in unprecedented unity have spent "a polite hour" putting the case for exemption from the tax to Maurice Macmillan, Chief Secretary to the Treasury.

Anthony Lousada, former chairman of the Tate, who spoke for Christie's, Sotheby's, the Society of London Art Dealers and the British Antique Dealers' Association, believes that as

Lousada: "A polite hour" taxation has killed Paris as an art centre so it would kill London, now the most important centre in the world.

It's not merely a question of liability for the tax but the complications of the tax, such as New York or Geneva, were without that handicap their business would move there.

The foreign exchange that business provides is substantial. Turnover in 1969-70, not to mention the rest of the trade done by dealers all over the country.

ORGANISERS of this week's first art auction in aid of the National Advertising Benevolent Society were pleasantly surprised to find it raised £5,222.

Sir Low Grade, A.T.V.'s chief executive, took the ball rolling with £65 for Lot 1, "Rizdon's Polychronicon 1482," printed by William Caxton. An etching by David Hockney realised the highest price, £200.

When the auctioneer, George Hamman of Sotheby's, sold Lot 2, a pencilled landscape by D. G. Colton died in 1859, he said: "I feel some-



"Celia" sold for £290 what embarrassed at selling this one." On the back of the mount was an inscription: "Sold at Sotheby's as a Constable."

Literary activity AFTER seeing his own memoirs published this week Lord Butler is expending still more literary effort today in his role as president of the Royal Literary Society.

This afternoon he presides over its annual meeting, which I am told can involve some searching questions rather than mere formality. After that he goes straight on to present the society's 1970 awards to Corvelli Barnett and R.W. Southern, and the Winifred Holtby Bequest Award to Silvia Nalpan.

The proceedings end with him giving an hour-long lecture of his own, this year's Giff Edmunds Memorial Lecture. Perhaps in way reference to his own book, he has taken as his subject "The Prevalence of Indirect Autobiography."

Where credit's due WHEN, in yesterday's laser-drinking weather, Harp celebrated his 10th birthday in Britain and its sale in all markets in the past 12 months of one million barrels, the man most responsible for its success was remembered.

Tommy Marks, chairman for the past six years, who master-minded the campaign from the start, died only a month ago. The celebration party at the White House near Regent's Park was his idea.

His successor as chairman, Edward Guinness, was ill and unable to attend. So it fell to a past chairman, Robert McNeill, to give praise where it was due.

Asked the other day whether his selection to lead the Admiral's Cup team was not the first such sporting feat by a Prime Minister since Lord Rosebery won the Derby, Mr Heath, 7 feet, produced a splendidly crisp reply. "Yes," he said, "but he didn't ride the horse."

UN'S PART IN AIDING REFUGEES

From the Rt. Hon. GEORGE THOMSON, M.P. (Lab.) SIR—I have read the despatch of your correspondent Mr Peter Gill in Calcutta in your July 5 edition under the title "Refugee Workers Bitter over United Nations 'Pittance' in India," listing alleged shortcomings reported as having been voiced by Western aid officials in India.

It is probably a misconception of the role which the United Nations has been asked to play in meeting this tremendous emergency, rather than a failure on the part of the United Nations that has given rise to the five-point criticism.

From information made available by the Office of the United Nations High Commissioner for Refugees (UNHCR) in Geneva, which is acting as the focal point for the United Nations system, it is clear that the Indian Government asked to be supplied with the logistical support needed to feed and meet the tremendous health problems of the refugees.

The United Nations were not asked to move in with teams of their own experts or with operational personnel. They were given the task of obtaining from Governments money, food, medicines and shelter and of seeing to it that these contributions were transferred to India as quickly as possible.

From this, it follows that the efficacy of the United Nations has to be judged on the amount of material and money they have been able to assemble and bring to the disaster area.

Figures provided by UNHCR are eloquent. So far Governments have contributed over \$40 million. Bilateral aid amounts to a further £25 million. These efforts mean over 100,000 tons of rice, the provision of over 100,000 tons of edible oil, 100 tons of medical supplies and through American contribution of food through

the United Nations focal point will ensure survival for three months of all six million refugees.

As far as shelter is concerned, the Government of India received from abroad material for 800,000 persons and funds to purchase material locally for another 800,000 persons. UNHCR is delivering shelter material for 500,000 persons and purchases are being made all over the world to cover the needs of 1,100,000 persons. Incidentally, the Government of India itself is constructing huts for three million people.

As, however, all these supplies are handed over to the Indian Government who, according to their wish, assume the responsibility for distribution and who indeed have been meeting the immediate needs from their own stocks, little of the United Nations action is visible to the uninformed observer.

The method of dealing directly with the Indian Government also explains why the United Nations could look after the operations without having to set up an extensive United Nations representation beyond what there is already established in New Delhi and Calcutta.

Nevertheless, even if the aid contributed through the United Nations is now assuming vast proportions, one cannot forget that the Indian Government is looking to the international community for some £1 million worth of supplies per day in order to meet the urgent needs.

I therefore suggest that it is the future continuing response of the international community to this great emergency which will show whether or not the United Nations can discharge its heavy responsibility of channelling aid to alleviate the suffering of the six million fellow-human-being refugees.

GEORGE THOMSON Chairman, Standing Conference of Refugee Organisations, House of Commons.

Sanctions in conflict with Charter

SIR—One hopes that a settlement of the Rhodesian problem will be obtained. But if it is not it is high time that the present British Government, if it believes in fair play and in supporting the United Nations Charter, should consider the possibility of imposing sanctions which were obtained only by the violation of the Charter by ignoring or twisting its rules in a most dishonest and illegal way—e.g. Articles 2(7), 35, 36(3), 27(3), and 41, which read: "Any State which is not a member of the UN if it is a party to a dispute under consideration by the Security Council shall be invited to participate, without vote, in the discussion relating to the dispute."

Not only has Rhodesia never been invited, but her continued applications to attend were turned down, whereas on one occasion 17 Afro-Asians, some with military coup or one-party dictatorship Governments, hostile to Rhodesia, were invited to take part (without vote). Against the most elementary principle of natural justice Rhodesia has therefore been tried, condemned and sentenced in her absence, unable to speak in her own defence.

Here, Sir, is what one of the authors of the Charter, Mr Dean Acheson, said in a neutral and one-time United States (Democratic) Secretary of State, says on this United Nations economic war against Rhodesia: "The United States is engaged in an international conspiracy instigated by Britain and blessed by the UN to overthrow the Government of Rhodesia, a country that has done us no harm, and threatens none. This is barefaced aggression unprovoked and unjustified by a single legal or moral principle!"

Surely, Sir, it is high time the British people knew their facts. ALWYN OLLIVER Twyford, Hants.

Codes of farm animal welfare

SIR—Revisions to the codes covering farm animals will be debated in the House of Commons on July 14. Members who seek consideration of any of the 1969 debates, on which assurances were offered, may well be disappointed. The amendments cover only minor matters and clarification of detail. What was sought then, and will still be sought, are:

- 1. Any animal should at least have room to turn round without difficulty.
2. A dry, bedded area should be provided for all stock.
3. Palatable roughage should be readily available to all calves after one week of age.
4. Sows may only be kept in stalls for feeding.
5. Stock should not be kept in dim light.
6. Bramble space allowances for all poultry should be substituted for the space suggested in the codes.

Also that the following provisions be embodied in the regulations:

- 7. A ban on skip-a-day feeding systems, peak trimming, spectacles for poultry, and dubbing of combs after the age of five days.
8. The provision of alarm systems and alternative power in the case of electrical failure where the safety of stock is at risk.

The report of the State Veterinary Service threw up some depressing conditions, even if a minority of farms; stock kept in the dark, unable to turn round or even lie down normally, some even unable to groom themselves. The ever-widening gap between the physical manifestations of distress, yet it is only when the limit of an animal's tolerance has been passed that physiological signs of distress become manifest. This, and any other like method of assessing stress, are purely negative in approach.

A more positive approach is to assess those conditions which are conducive to the animal's welfare. Sir Julian Huxley and other scientists, in a letter to a national newspaper in June, 1969, said: "... as scientists familiar with the behaviour of animals we feel strongly with the Brambell Committee, that any possible step must be taken to prevent a degree of confinement of an animal which necessarily frustrates most of the major activities which make up its natural behaviour." This is the basis on which members wish to discuss changes to the codes.

RUTH HARRISON London, W.14.

Reporting back

From Canon L. JOHN COLLINS SIR—Following the visit of Lord Hoodman in Rhodesia your correspondent in Salisbury reports (July 8) the statement that "the stage has now been reached where it is necessary for the two sides to report back to their respective Governments."

It is interesting to speculate just what the two sides are supposed to be considering. As far as I can see nothing whatever has happened which does not involve either denial of the five principles or deadlock. This of course is the problem.

Many of your readers may be concerned about the possible consequences which could follow a course of appeasement in the Rhodesian talks. They may wish to learn the facts of the situation which are available.

A strictly factual pamphlet on the Rhodesian question has been published recently on behalf of the International Defence and Aid Fund. This pamphlet, entitled "Rhodesia: The British Dilemma," can be obtained from this address.

L. JOHN COLLINS President, International Defence and Aid Fund, 4, Avenue Road, London, E.C.4.

The Devlin baby

SIR—Fr John V. Sinton's letter (July 5) is good plain Christianity, and also good plain history.

Imagine how right the Cabinet and the House of Commons, not forgetting the Lords, would have been (in the past) to insist that if every member who fathered an illegitimate baby had had to resign!

One of the reasons why Queen Victoria never approved of Palmerston was that early in her reign, while staying at Windsor, he wandered into the bedroom usually occupied by the lady, only to find it "nipped into bed," only to find it was occupied by one of the ladies of the Bedchamber, who raised the alarm!

ANGELA PRESTON Steyning, Sussex.

Children as informers

From Dame MARGARET SHEPHERD SIR—Your report (July 7) on an appeal from the Royal Society for the Prevention of Cruelty to Animals to children asking them to become informers, and say that if they carry them with tales of cruelty their names will be kept secret.

I cannot feel that the society has its priorities right. In its prosaically and physically deformation from cruelty is prepared to defame the characters of children.

British in Malta

SIR—I have been a regular visitor to Malta for a number of years and have numerous Maltese friends. I strongly disagree with the statement that the British are fed up with the British (Mr Lennon Johnston, July 9).

It is true that there are a number of retired British in Malta, but it is to be noted that those people are encouraged to stay by the Maltese people generally, and with their assured minimum income of approximately £1,500 a year they are self-supporting and a help to the economy.

It is a gross exaggeration to say that they buy up the best of everything and that the beaches and roads are in fact cluttered up by the British. They Maltese, who are buying cars by the increasing numbers, the Maltese have other amenities with British money and encourage tourism.

British help to Malta has been enormous and without it there would have been very great and serious unemployment. As more than one Maltese has said: "We cannot do without the British." They are welcome everywhere.

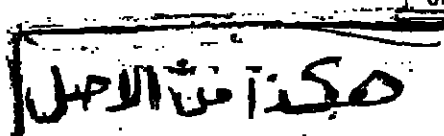
B. A. WATSON North Benfleet, Essex.

Earnings rule

SIR—In The Daily Telegraph of April Budget speech Sir Keith Joseph will be able to carry over a week on top of his pension instead of £7-50 a week at present. In addition the first £5-40 free (£7-60 for a single person).

I have been, so far, unable to find out what the second part of that State Security say that income tax is no conspiracy that an income tax is based on a person's total earnings.

If the Minister's remarks have been correctly reported they must have some special meaning. Does anyone know? F. H. FLEMING Crowborough, Sussex.



U.S. CAPTAIN WHO ATTENDED LONDON DEMO CONVICTED

DAILY TELEGRAPH REPORTER

CAPTAIN Thomas Culver, 32, the American Air Force lawyer who took part in a London protest against the Vietnam war, was convicted yesterday at his base in Lakenheath, Suffolk, of violating military law.

In the first case of its kind, a court martial ruled he had broken a regulation headed "Dissident and Protest Activities" which forbids American airmen from participating in demonstrations in a foreign country. He was also found guilty of conduct unbecoming an officer and a gentleman.

On this charge he was said to have solicited two men, one a military intelligence agent, to join 200 servicemen at the American Embassy on Whit Monday, where a petition was handed to Mr Annenberg, Ambassador.

The petition referred to "mass destruction caused by indiscriminate bombing" and "the nauseating sight of bodies hurled beyond recognition by napalm."

Sentence will be passed today. Capt. Culver, who has served in Vietnam, faces a maximum of four years' imprisonment with hard labour at Fort Leavenworth, Kansas.

Refused request
After the verdict he said: "The eight officers trying me had very little option. The Judge's instructions were such that they virtually had to find me guilty."

Organised demonstration
Capt. Franklin Luna, for the United States Government, said the event was an organised demonstration and could in no way be defined as just a presentation.

LETTER TOOK 10 YEARS TO REACH MP

By Rowland Summerscales Political Staff

MR ALBERT ROBERTS, Labour MP for Northampton, walked into the Members' lobby of the Commons last night and was handed a letter from the attendant at the correspondence board.

The envelope bore the embossed Government seal at the back and was stamped at the front in green ink: "Financial Secretary, Treasury."

Puzzled, Mr Roberts did not recall writing to the Financial Secretary, at least not recently. His mystification deepened when, on opening it, he saw the date: 25th July, 1961.

Mr Roberts discovered that Sir Edward Boyle was very much occupied today and tomorrow with the economic debate but he would be able to see you at 4 p.m. on Friday afternoon if that time is convenient.

Mr Roberts then realised that it had taken almost 10 years for the letter to be hand-delivered the walking distance from Treasury Chambers in Great George Street to the Palace of Westminster.

Horse and cart era
He said: "I was completely staggered. It took me time to remember the case. It was about the tax affairs of one of my constituents. He was an old man at the time and I think he is dead now."

"I thought we were in the jet age, but it seems that the Treasury is still not in the horse and cart era."

Since the letter was written Sir Edward Boyle, Financial Secretary, joined the Cabinet as Education Secretary under Mr Macmillan, served under Sir Alec Douglas-Home, retired from Parliament, and became Lord Boyle of Handsworth, Vice-Chancellor of Leeds University.

Last night, the Treasury promised an inquiry into the "unforeseen delay."



Rifleman David Walker, 30, wearing his bullet-proof flak jacket in Belfast on Monday night a few hours before he took it off — to be killed by a sniper's bullet.

PRINCE'S FRIENDS ATTACKED

DAILY TELEGRAPH REPORTER

A POLICE watch is being kept in South Kensington for teenagers who are demanding money from other schoolboys visiting museums in the area.

In one incident, it was disclosed yesterday, a group of pupils from Heatherdown School, Ascot, where Prince Andrew is a pupil, were attacked by East End boys while they were visiting the Natural History Museum.

Prince Andrew, the Queen's 17-year-old son, who was in a different part of the museum at the time, about four months ago, was not involved.

Police called
Police were called. One boy was detained at the time and two others were arrested later. All came from East London. They were dealt with subsequently by a juvenile court.

Mr James Edwards, 46, Prince Andrew's headmaster, said: "Two boys from the school were approached but neither was the Prince."

Two thefts from schoolboys were reported to the police last weekend and are being investigated.

A police spokesman said: "On several occasions schoolboys attending the museums have reported they were menaced by other boys who threatened them, asking for money."

"The amounts involved are not large but nevertheless offences are committed and have to be investigated."

A schoolboy at the museum yesterday said: "A friend of mine was cornered by several youths on his way out of the subway and asked to hand over his pocket money. He refused and was held by their grasp and ran to a group of people."

Brewers reject attack on 'weak' beers

By MICHAEL MORDEN

BREWERS were angry yesterday at complaints in the House of Lords on Monday that they were cheating the public by selling weak beers at high prices.

Lord Spinkham, a Labour peer, had said some brews were almost non-alcoholic. He was particularly critical of keg beers served in many of Britain's 2,000 public houses.

In London, the Brewers' Society produced figures showing that more people were drinking more beer than ever before.

The society said that from January to April of this year 10,508,967 bulk barrels of beer each containing 36 gallons, were drunk, compared with 9,855,502 bulk barrels in the same period last year.

A spokesman said: "To talk of the gravity or strength of beer is misleading. We would be appalled if we thought people were drinking beer by numbers. People drink beer because of its colour, taste, sparkle and condition. Usually they do not care about its strength."

The law allows breweries to sell beer without having to state its quality and strength, unlike the spirit manufacturers who have to put a percentage on their bottles the proof of their drinks.

The brewers say that if they were forced to indicate strength they could infringe the Trade Descriptions Act because no two brews were exactly the same.

Taxed by gravity
The Government's tax on beer is charged on the original gravity of the brew—the amount by which it is judged to be "heavier" than water.

Pure water is judged to have a gravity of 1,000, and if beer has a gravity of 1,040 then the beer is 40deg heavier than water.

Tax is charged at a rate of £10.57 1/2p per barrel of 36 gallons with a gravity of 1,050. For every degree above that level the brewer must pay an extra 44p in tax.

The following is a rough guide to prices and strengths of leading brews:

WARBLER IN FIGHT FOR WOOD

DAILY TELEGRAPH REPORTER

CONSERVATIONISTS tried to use a willow warbler and its young yesterday as a trumpcard to prevent 150 trees in a nine-acre wood at Knighton Radnorshire, from being cut down.

The conservationists discovered the warbler while sitting in among the trees to prevent felling. They claimed that Radnorshire County Council, the wood's owners, had said work would not start until after the nesting season.

But Mr D. D. Jones, the land agent, denied the agreement had been broken and refused to call off the men.

"I understand the birds are nesting in undergrowth and not in any of the trees due to be cut down, so the work goes on."

Mrs Charmian Woodfield, wife of Radnorshire's deputy county architect, said the conservationists want the woodland kept as an amenity and nature park for Knighton.

Mr Roger Bray, of the Nature Conservancy Council, has said the wood was a valuable site for local schools' natural history lessons and field studies.

Electric shock
He said: "Nothing is felt at the time and the consequences may not become apparent for some time, if at all. There is certainly a danger as you get nearer the aerial system and the field of radiation becomes thicker."

"It is an unseen and unfelt danger until you get to the aerial system itself and then you might get an electric shock which could throw you from the mast."

The radiation could eventually prove lethal. You get similar effects to those of the exploding of nuclear bombs.

"When our maintenance workers have to climb the masts to carry out repairs and other work they are careful to ensure that the power is switched off."

RADIATION DANGER ON TV MASTS

DAILY TELEGRAPH REPORTER

INDEPENDENT Television Authority engineers confirmed yesterday that trespassers climbing near the aerial systems at the top of transmitting masts could be affected by radiation.

On Monday, when 10 members of the Welsh Language Society climbed 100ft up masts in Wales hoping to disrupt television transmission, the I.T.A. said that anyone climbing to the top of the mast could be burned or killed by radiation.

Mr Lyn Evans, I.T.A. officer for Wales and West of England, had said that the protesters were not in danger. Yesterday he said that had they climbed within 100ft or so of the top they would have entered the field of radiation.

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Sniper shot soldier who took off his bullet-proof jacket

By TONY CONYERS in Belfast

RIFLEMAN David Walker, 30, killed by a sniper's bullet as he was coming off sentry duty in Belfast, probably died because he disobeyed instructions and was not wearing his bullet-proof flak jacket.

He was shot on Monday night with a high velocity rifle, a small calibre bullet passing through his body.

The shooting happened moments after he had left the sandbagged observation post on top of a factory in Northumberland Street, overlooking the peace line between the Protestant Shankhill area and Catholic Lower Falls.

He had just finished a four-hour spell of duty and had paused to greet his relief when the sniper's rifle cracked three times. From a mark on the wall of the factory, army ballistic experts estimate that the sniper was in a derelict shop in Lemon Street, about 100 yards away.

A senior officer of the 1st Bn Royal Green Jackets said yesterday: "Instructions on the wearing of these jackets are quite specific. They are to be worn whenever a soldier is in a vulnerable and exposed position."

"He was coming off duty and may have jumped the gun by taking off his jacket. It can only be conjecture that he did so because of the hot weather."

10 weeks in city
Rifleman Walker, who died in the Royal Victoria Hospital, shortly after being shot, was a bachelor from Lichfield, Staffs, who had been in Belfast for ten weeks. He joined the Army in 1965 and served in Cyprus and Germany.

His comrades described him as "a great morale booster whose life was the Army." An officer said: "He was great to have around."

In his last letter home Rifleman Walker wrote: "The IRA have said they are going to get on British soldiers a day, so you can never tell who is going to be the next."

For 15 years he had lived with Mr Alan Fisher, his wife Lilian, and their family at Burnwood, near Lichfield, Staffs. In his letter to them he said: "It is a bad place to be in this time. It is trouble every night. It was bad when one of our blokes got shot. He was on patrol and he was getting stoned by some kids."

HEROD'S STAIRCASE
By Our Jerusalem Correspondent
Israeli archaeologists yesterday reported finding a 2,000-year-old staircase leading to the second Jewish Temple enlarged by King Herod. It was discovered during excavations along the southern wall of the ancient Temple compound.—Reuter.

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LIFE ON THE SLOPES OF A VOLCANO

Year in, year out, Mount Etna is one of Sicily's tourist attractions. The chunks of incandescent lava flung harmlessly from its crater are a sight to be seen. But in April the mountain turned ominously quiet—only to spew forth its terrifying streams of molten lava. For thousands it has become the greatest free show on earth. For others it brings a bitter end to a lifetime's labour. Story and photographs by CHRISTIAN BONINGTON.



PEOPLE VERSUS THE COUNTRYSIDE

More money and, above all, better management are needed now if the countryside is to be preserved and the public encouraged to enjoy it without destroying what they have come to find. By DUFF HART-DAVIS

THE LOST TRIBES OF MODERN ISRAEL

For many Israelis the milk flows sour, the honey is in short supply. They are those Jews who have come from the East or North Africa, and who live, unlike Western immigrants, in tiny asbestos shacks. JERRY LANDAY discovers a problem of integration.

On Friday in

THE DAILY TELEGRAPH MAGAZINE

MOTIVE FOR BREAK-IN NON-POLITICAL

Police investigating the weekend break-in at the Suffolk home of Sir Hugh Greene, former director-general of the B.B.C., are satisfied it had no connection with Sir Hugh's role as chairman of the European-Atlantic Action Committee against the Greek military regime.

Sir Hugh said in Washington last night that there were no papers in existence dealing with a campaign to end the Greek regime, nor had there been any notes at his home dealing with his visit to America.

He is giving evidence there today to a sub-committee of the House of Representatives.

SUBMARINE TO BE INSPECTED

The submarine Artemis, 1,120 tons, which sank at her moorings at Gosport, Hants, 15 days ago will be towed across Portsmouth Harbour today for docking. She will be inspected, cleaned and tested for leaks.

The submarine's future is uncertain. She was due to be scrapped next year. An inquiry into the sinking is expected to last another week.

£100, Mr Solomon's replied: "I would not like to say whether I did or I didn't, I can't recall." But he was certain he never lent Griffiths any four-figure sum.

Earlier, Mr Justice Ashworth told the jury they would not be troubled with the first two of the eight counts which Griffiths faced. Six counts allege that he made false income tax returns and two allege false accounting.

BEACH DEATH CASE REMAND

Patrick John Albert Welch, 21, kitchen porter, was remanded in custody for a week when he appeared at St Helier, Jersey, yesterday, accused of strangling Marilyn Dray, 17, of Vallance Road, Dagenham.

Her body was found on an island beach on Sunday. Welch did not seek legal aid.

£33,000 ART THEFT

A painting by Colantonio del Fiore, a 15th century Neapolitan artist, estimated to be worth £33,000, has been stolen from a Naples church. The painting is one of a set of 12 valued at £487,000.—Reuter.

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LONDON STOCK EXCHANGE

Account: July 12-July 23. Pay Day: August 3. Bargains Marked: 12.6. Rises: 888. Falls: 185. Unchanged: 1,012. Dollar Premium: 2 1/2 p.c. (- p.c.)

Buying wave carries index above 400 level to year's peak

ENCOURAGED by renewed optimism about imminent Government moves to reflate the economy, equity investors donned their buying boots yesterday. With the market none too well supplied with stock, prices pushed ahead on a broad front and the Financial Times Ordinary share index sailed through the psychological barrier of 400 almost without effort and was finally 8.3 higher at 402.7, the best closing level since Feb. 17 last year.

The tone was reinforced by the satisfactory June trade figures, while the underlying strength of Wall Street was another helpful factor behind the day's increased "bargains" totalling 12,696. Not to be outdone, British Government securities also enjoyed a cheerful day's trading. Further consideration of the new position of the market after the "tap" stock developments saw renewed selective investment support and quotations showed gains ranging up to 2 1/2 p.c.

Medium-Treasury 3 1/2 p.c. 1977-80, rose 1/2 to 278 1/2, while long-funding 5 1/2 p.c. 1987-91, closed better at 275 1/2. Undated War Loan 3 1/2 p.c. was 1/2 better at 239 1/2, after 39 1/2.

On the new issue front, dealings started in Lawdon Group, residential property developers. The 10p Ordinarys, issued at 52p, opened at 56p and rose to 58p before easing to 57p as the stage took profit. Business also commenced in Industrial and Commercial Finance Corporation 9 p.c. unsecured loan stock, which closed at 238 1/2, compared with the "placing" price of 237 1/2.

Bank shares were again prominent, with Barclays closing 6p higher at 522p, after 520p, on renewed support ahead of tomorrow's interim report. Midland advanced 10 to 470p and Leyds 4 to 509p after 510p. Hire-purchase finance issues reflected hopes of easier credit moves. First National were in the limelight and closed 15 points up at 519p, after 522p.

Still anticipating new bid developments, Truman Hambury made further headway to 532p and Samuel Webster jumped to 507p on the good interim figures.

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FINANCIAL TRUSTS

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Table with columns: Stock, Price, Change. Includes various textile stocks like Anglo-Siam, Anglo-Siam, etc.

Table with columns: Stock, Price, Change. Includes various oil shares like Anglo-Siam, Anglo-Siam, etc.

Table with columns: Stock, Price, Change. Includes various papers and publishers like Anglo-Siam, Anglo-Siam, etc.

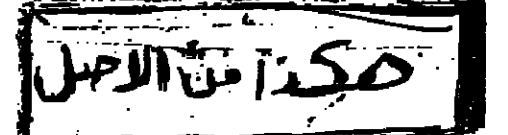
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السوق المالية

INVESTMENT & BUSINESS

City Editor **KENNETH FLEET**

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COMPANY HIGHLIGHTS

Associated Sprayers beats the forecast

THE NOVEMBER new issue forecast by the Associated Sprayers has been its prospecting interim dividend of 12.5 p.c. on 20 p.c. against the anticipated 10 p.c. on 17.5 p.c. The dividend is 20 p.c. compared with the forecast of 17.5 p.c. The board expects the p.c. on the previous year's 200,000 to be at least 15 p.c.

Westminster spurned

MR DAVID LEWIS' 110p a share cash offer for the London Property and Investment Company has drawn a swift response from the board of directors. Mr Lewis, who is chairman of the company, says: "There is a price on the market but I doubt if we would be interested in it. In the past two years our company has really begun to move." Mr Lewis, the other directors and the board have a 50 p.c. plus stake while Mr Lewis, whose other values Westminister at over £2 million, has moved up 5p to 125p suggesting that it is Mr Lewis' views that dealers are listening to.

Bellami profits leap

IT HAS been a record year for Bellami. The company's 21-p.c. increase in the dividend total from 25 p.c. to 27.5 p.c. with a 17.5 p.c. haul on Sept. 8. The dividend jumped from £11.140 to £21.354. This includes £5,152 (£5,178) from the disposal of plant and £4,841 from the sale of securities. The dividend is the highest the company has ever received. Sales for the first quarter of the year have been maintained, and the board forecasts first-half figures in line with the corresponding period.

Ideal-Standard spurts

FIRST-HALF profits from Ideal-Standard, the American-controlled central heating equipment and bath maker, show a sharp upturn. Pre-tax profits for the half to June are £303,000 against a revised £235,000 for the same 1970 half and a revised £200,000 for the full 1970. The jump in profitability results from the "divestment programme," a stronger trading position, and much tighter cost controls.

F.M.C. raises the total

THE 1970-71 figures from F.M.C. should make good reading for Britain's farmers. They own most of this meat and livestock marketing organisation which has raised its pre-tax profits to £975,007 to a best-ever £1,741,486. In turn the dividend is up too, and by a full four points, with 13 p.c. going to shareholders.

Twyfords says 'No'

AFTER "very careful consideration" and after consulting financial advisers N. M. Rothschild and Sons, the Twyfords board has rejected the £20 million bid from Gwyned.

Croda lifts Fleming bid

THE WIDE-RANGING Croda International has stepped up its offer for A. B. Fleming (Holdings) and has raised its pre-tax profits to £2,250,000. The company is understood to be in the hands of New York lawyers, trustees of the Maxwell family interests.

Moore's Stores profits up

THE 1968-69 pre-tax profits that Moore's Stores has produced for 1970-71 are both better than the year's £33,210 and what seemed likely in January. Then the board was forecasting that the £37,000 profit would be eliminated in the second half but in the event it has been more than made good. The dividend is a 4 p.c. final on Aug. 25.

Sterling Land bid

IN A MOVE to acquire one of London's most successful estate agencies, some top property management and a promising office development programme, Sterling Land yesterday exchanged contracts with privately owned Corporate Estates to acquire the whole of Corporate's share capital.

Wall St. setback

A SHARP decline in IBM and other self-glamour issues yesterday halted the market's recent upward abruptly. The popular market averages which had posted moderate gains for the past five sessions suffered sharp setbacks.

U.S. groups earn 14pc of British exports

By ROLAND GRIBBEN

AMERICAN controlled manufacturing companies accounted for a record 14 p.c. share of Britain's visible exports last year.

A business analysis by the American Chamber of Commerce (United Kingdom) shows that exports from a total of 270 subsidiaries were £127 million in 1970, equivalent to 27 p.c. of their total sales. The 12.3 p.c. increase in exports between the two years was slightly down on the overall 14 p.c. improvement in Britain's export performance last year. But total sales by American manufacturing companies in Britain were 18 p.c. up, from £2,521 million in 1969 to £3,175 million and the total number of employees by 25,833 to 43,263.

The American motor manufacturer, Ford, Chrysler and Vauxhall (the General Motors subsidiary) predicted made the biggest export contribution. Total sales of 18 companies producing motor vehicles, accessories, farm and materials handling equipment was almost £1 billion and their export contribution, of £487 million, represented 43 p.c. of the American total.

The biggest proportion of exports was destined for Continental markets, followed by Africa, Middle East, Australasia and North and South America while only £50.4 million or 4.1 p.c. of the total went to America, less than half the 1963 level.

The survey provides additional confirmation of the growing number of United States manufacturing companies establishing a foothold in Britain. There has been a sharp increase, from 105 in 1966 to 149 last year, in the number of companies employing less than 500 workers while at the other end of the scale 52 employ more than 2,000.

The majority of the companies, 65, have a turnover of between £1 million and £2.5 million and there are 51 with sales of over £2.5 million. The analysis also shows that 180 companies had research and development commitments with the effort coming from one employee to 3.615.

A breakdown of employees shows that only 0.15 p.c., or 737, are Americans, though a majority occupy key posts. A total of 104 companies employed 415 Americans in management posts, 33 had 136 in production jobs, 29 had 128 in sales functions and 134 had no Americans on their payroll.

A sector by sector analysis shows that electrical engineering, electronics and computers account for the biggest volume of exports after the motor companies.

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The biggest proportion of exports was destined for Continental markets, followed by Africa, Middle East, Australasia and North and South America while only £50.4 million or 4.1 p.c. of the total went to America, less than half the 1963 level.



Charter's chairman Mr Sir Spire (above) disappointed the super-optimists who were expecting him to say something new at yesterday's annual report.

Grand Metropolitan Hotels confirmed formally yesterday that it was "contemplating the possibility of making a further offer for Truman Hambury Buxton, the London brewer which had a £24 million bid from Grand Met followed by another offer 16 higher from Watney Mann.

Grand Met also announced that it bought 140,000 Truman shares in the stock market on Monday at an average price of 377p. This compares with its original bid of 318p and Watney's counter offer around 360p.

Mr Stanley Grinstead, Grand Met's managing director, said last night that the price of Truman stock in the market had since gone above the level the group was willing to pay. "We were willing to do business today, but I think speculators got in and took the price a bit too high." The shares closed another 2p up at 382p.

Meanwhile, Truman yesterday published its annual report, but acknowledged in a letter to shareholders that some of the contents had been overtaken by events.

The share rise in Selection Trust shares has lifted about the net asset value of Charter, which holds 32.8 p.c. of ST, from 277p as of March 31, to 288p per share as of Monday evening.

The rest of the meeting contained little in the way of new facts on group developments but a fair bit of the usual unparaphrased questions. These were all met with great charm and courtesy by Mr Spire.

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IRREGULARITIES in the accounts of a subsidiary has forced William Pickles and Co. to delay publishing group accounts for 1970 until accountants have finished their investigation. Current indications are that the subsidiary may end with a trading loss of £162,000.

Deducting this from the rest of the group's pre-tax profit would produce a consolidated figure of some £240,000 and after tax profit of £160,000 compared with £218,000 for 1969. The subsidiary continued to make losses in the current year, for which provision is being made by the parent.

The rest of the group had done very better, making around £380,000 pre-tax profit against £370,350.

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Grand Met takes up the challenge from Watney

By NICHOLAS OWEN

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Stock market jumps the reflation gun

BY THE CITY EDITOR

THE STOCK MARKET broke through the 400 mark around 11 a.m. yesterday, well in advance of the publication of some very satisfactory trade figures for June. The market is certainly anticipating a real measure of reflation when the Chancellor moves to influence the economy early next month. The argument that reflation is politically necessary to regain the support of the electorate and to ease the passage of the Government's Common Market policy now that the terms have been basically agreed in Brussels is reinforced by the economic evidence of the trade figures.

Exports are at a new record level and the visible trade account for the first half of the year has just climbed into surplus. As a whole, the current account has produced a surplus of £500 million and on that basis the Chancellor could afford to reflate without imperilling the balance of payments or causing any bad feeling in Europe by reflation too soon after completing the negotiations to join the market.

Reflation, the market thinks, will revive consumption if not investment. Increases in the volume of production could then lower unit output costs. Many industrialists may also feel that consumer price resistance will weaken when credit is easier to get and consumers feel more confident in throwing their money around. If so profit margins could be rebuilt and the market could have more scope to rise.

The index is now 80 points above the low of 4 1/2 months ago but inflation alone sets the index an annual target of 30 to 40 points just to keep up real values. So there should be a bit more to go for if the economy expands and there are no major shocks to confidence.

Reflation is not however a foregone conclusion even now: the Chancellor can still be influenced by the latest price trends, which will be brought up to date with the publication of the retail price index for June and unemployment figures for July next week. The Chancellor will also have to decide what weight to give to the official Treasury view, which has consistently endorsed a do nothing policy for months on end.

The latest Treasury monthly Economic Assessment published yesterday studiously avoids any opinions, and merely marshals available facts. But it is appreciably less gloomy than some of its immediate predecessors and looks to be mutely appealing once again for the Chancellor to wait to see the effects of measures already taken before doing anything as rash as reflate.

It notes that bank and finance house credits are still sluggish; and that savings rates this year have risen to about 9 1/2 p.c. of personal disposable income in spite of sustained inflation eroding the purchasing

power of money at an annual rate of 9 1/2 p.c. in the year to May. The other indicators are pointing to slight but unmistakable spontaneous revival in the economy. There is a minuscule upturn in output in the very latest figures: unemployment is no longer rising steeply; increases year on year averaged only 12 p.c. in May against 14 p.c. in January. The number of industrial stoppages has been running 50 p.c. below the 1970 levels so far this year and the number of working days lost in April and May was well below the equivalent levels a year previously. Car registration revived in May and building societies are doing record business.

Above all the balance of payments remains satisfactory, with visible trade in balance and invisibles producing a steady £50 million a month surplus. The trade surplus has lasted longer than ever seemed likely, and has been filled from a number of random factors, but the surplus remains the main if not the only tangible evidence of success for the policy of letting the economy's engines labour.

Exports REACHED a new record level of £778 million in June and although imports also reached a new peak at £739 million on the same statistical basis the surplus of £39 million brought the account for the first six months into surplus. Monthly figures have been unusually erratic this year, but when all the fluctuations are smoothed away exports have averaged £708 million a month in the first six months of the year and imports have averaged £707 million on the same basis.

Last year both exports and imports averaged £657 million a month so the account has been in almost miraculous balance for over the last 18 months. Compared with the second half of 1970 exports and imports this year have both risen by 6 p.c. Exports have risen about 4 p.c. in price terms and 2 p.c. by volume, while imports have risen 4 p.c. in volume and 2 p.c. in price. Much of that is due to dearer oil.

This trend cannot be expected to continue indefinitely, and does detract appreciably from the merit of the trade performance. The trade figures also continue to benefit from the 2 p.c. "bonus" added every month to cover estimated unrecorded exports. Even now exports are not rising fast enough to maintain Britain's trading status in the world. But the trade picture one way or another looks better than seemed possible a few months ago. The arguments first advanced just over a year ago that the economy should be expanded because if it cannot be expanded when there is a trade surplus it can never be expanded at all, are still with us.

Other wiremakers will be involved in the wider joint venture scheme. They include Richard Johnson and Nephew, the Jessel Securities subsidiary, British Ropes, involved in two joint ventures with the corporation in Templeborough Rolling Mills (51 p.c.) and Tinsley Wire Industries (40 p.c.). Guest, Keen and Nettleton, which is already in the ring for regaining its nationalised works at Brymbo, Wrexham, and if the corporation had its way, its fluorescent East Moors works at Cardiff.

They are two world's producing bright bars with a turnover of £5 million a year. Wm Robertson, Warrington, Lancs and Govan Shafting and Engineering, Glasgow; the Cookley works at Brerley Hill, Staffs, producing £1 1/2 million worth of stampings a year and part of the strip mill division; the hot steel making part of the Openshaw works (turnover £5 million) where other sectors of the plant are already scheduled for closure; the engineering works at Marchvay, Llanelli, South Wales (turnover £1 million); the Industrial Building Works, Roffen Homes, at Hooton, Cheshire, where losses are running at around £250,000 a year; and 10 ironmaking brickworks in Cheshire, Wales, East Midlands and North Lincs with a combined £2 million turnover.

The list is regarded as part of the corporation's "ragged frontier" with the private sector; but so far outside interest has been limited to Roffen Homes, with two prospective bidders, has attracted most of the attention.

There are more problems in attempting to produce joint companies with the private sector in wiremaking, chemicals and constructional engineering, and bills as part of the overhaul which will open up £200 million worth of corporation business to private capital.

Immediate difficulties lie ahead on the wire-making front if the consortium of interests headed by C. E. Schwarz, the London steel exporters, push ahead with their bid for the 17m works in Lancashire where BSC was to end steel-making with the loss of more than 2,000 jobs.

BSC says it can make significant cost savings by ending steelmaking at Irlam and continuing to supply the wire-making unit with billets produced at more modern plant at Scunthorpe. But the Schwarz formula, said to be backed by Continental interests, has won local support because it involves maintaining steel production at Irlam and taking over the whole of the wire-making plant. The corporation is strongly resisting the move, arguing that it would upset its modernisation plans, but the "social" implications of the Schwarz scheme has strong appeal.

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Take-over Panel appoints a new secretary

By NICHOLAS OWEN

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Outlook good

By NICHOLAS OWEN

Chairman Mr Derrick Pease says in his report that the company's earnings show "improvement" in current year results, although the benefits of the recent reorganisation would not really show through until the next financial period.

Disappointment with sales of the group's beers was noted. "Although the volume of beer sales for the year was higher than in the previous 12 months, we were not satisfied with our performance relative to the increase in the United Kingdom beer market," Mr Pease says.

During the current year, however, we expect to begin to see the impact of our marketing programme.

Group accounts show that Truman's liquid assets are currently standing at just under £2 million, which is about 10 p.c. of total assets.

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Less gloomy

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Cool response to BSC sales plan

CUNARD is expected to reply today to last week's £24 million bid by Trafalgar House Investments. The stock market expects chairman Sir Basil Smallpeice to reject the 185p offer as insufficient, and there is speculation that Cunard will produce a plan of its own for "gingering up" the company.

At the point of argument between the two sides a lengthy list of assurances Cunard requires from Trafalgar on the future of the company and its fleet.

A powerful opponent of Trafalgar's terms is Mr Donald Forrester, the largest individual shareholder in Cunard and a former director. He values the Port Line subsidiary at £10 million, and with Cunard itself valuing its "flagship", the QE2 at £20 million, it looks as though Trafalgar will have to raise its offer well above the current level to get boardroom support. Cunard shares rose 7p to 185p yesterday.

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Encouragement in trade figures

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COMPANIES

RESULTS

A. W. Securities

BACKED by a rise in its 1970-71 pre-tax profits from £757,520 to £1,187,493 and the expectation of a further substantial increase...

IN BRIEF

Ashton Investment Trust. Pre-tax revenue for six months to May 31 was £185,000 (£187,000).

Bruner Investment Trust. Revenue earned on Ordinary Stock for half-year to May 31 was £204,819 (£181,985).

Meyer-Sumacon

IT IS costing Montague L. Meyer some £485,000 to step up its stake in Sumac Holdings from 29 p.c. to 60 p.c.

CHAIRMEN

Burton Wood Brewery Company (Forwards) - Mr. T. Forsyth. Trade in the first three months of the current financial year...

Chubbrey Estates - Mr. C. E. Topping. A review of all the properties (last valued professionally in 1961) with additions at cost...

Feb. (Great Britain) - Mr. G. Fisher. Present indications for 1971 are encouraging, with a higher level of activity in the building industry...

James Cropper - Mr. J. A. Cropper. Trading conditions are still uncertain. It is likely that if the autumn we will improve by the autumn we will improve by the autumn...

W. Crowther and Sons - Mr. M. E. Brown. Conditions in the building trade continue as at present a very good year is in prospect.

Wolverhampton Steam Laundry - Mr. E. Brockbank. Conditions look forward to a better result for the current year.

United British Securities Trust. Gross income for the year ended 31st March 1971 was £1,732,804.

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achieved record output in the context. Total profit at St Helena rose to £4.7 million against £4.2 million in March. Premium income was up at £700,000 (£525,657).

Winkelhaak had total profits of £1.70 million (1.53 million for March) with premium revenue of £475,519 (£290,381).

Kinnaird: Total profit £1.30 million (1.21 million) including premium income of £328,473 (£241,821).

Bracken: Total profit £1.49 million (1.31 million) with premium income of £328,473 (£241,821).

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THE QUESTOR COLUMN

Peter Welham Peter Duffy
Pearson makes a golden grab at Penguin's tail

THE POSITION of a majority shareholder bidding for a publicly met outstanding minority is rarely a comfortable one, and therefore so when there are interlocking directorships.

Against an initial bidding of something in the region of £575, which surprised the market in late dealings to the tune of the 25p banded on the 'engine price' to 355p.

As indicated earlier, the package is a quite plus loan of £1.2 million in the form of £1.2 million of 10 1/2 p.c. ordinary stock 2001-5 for every four shares.

Scuder Wag acting for the minority (Pearson-Longman holds 62.5 p.c. of Penguin) reckons the terms to be reasonable. But full details will not be available until early August.

On the terms, Penguin is bowing out on a generous historic rating of 23, but both Penguin and Longman have good reason to expect solid progress this year.

F M C looks undervalued
HILL Samuel should breathe a sigh of relief at F M C's figures for the 52 weeks to May 1. Back in 1968 when Philip Hill Higginson, Engineer, headed the company F M C forecast £1.6 million pre-tax; in 1970-71 the company made for the first time with £1.74 million again £915,000 in the previous year.

F M C's record since it was floated is enough to make any investor - except perhaps the farmers who own around 80 p.c. of it and can fairly be said to have inside information.

For the first time last year two of the executive managers within the group were brought on to the main board, and professional directors seeping through the organisation.

This has had a particularly dramatic effect on the manufactured goods division which had an excellent year with both bigger than-hoped and better margins (Marks and Spencer is an important customer).

THE SOUTH INDIAN GROUP attracted a price of 22 1/2 p.c. but the very price of the shares, generally a reflection of the company's performance, is a good indicator of its value.

SMITHFIELD MEAT
Min. and max. wholesale prices per lb. for Smithfield Meat Co. Ltd. (1970-71) are as follows: Beef, 100-110; Pork, 110-120; Mutton, 120-130; Lamb, 130-140; Chicken, 140-150; Turkey, 150-160; Poultry, 160-170; Fish, 170-180; Seafood, 180-190; Vegetables, 190-200; Fruit, 200-210; Dairy, 210-220; Eggs, 220-230; Grains, 230-240; Oils, 240-250; Textiles, 250-260; Metals, 260-270; Minerals, 270-280; Chemicals, 280-290; Pharmaceuticals, 290-300; Miscellaneous, 300-310.

COVENT GARDEN
Lower prices for diamonds, with many offered in the open market, but the very price of the stones, generally a reflection of the company's performance, is a good indicator of its value.

LONDON TELE AUCTIONS
There were 10,628 lots of various types of goods, including furniture, paintings, books, etc., offered at the London Tele Auctions on July 12, 1971.

UNIT TRUST PRICES

Table with columns: Name, Price, Change. Includes ARACUS UNIT MANAGEMENT, ABNEY LIFE ASSURANCE CO., ALLIED INVESTORS TRUST, etc.

Table with columns: Name, Price, Change. Includes ANSACHER UNIT MANS., ATLANTIC ASS'CR, BARCLAYS UNICORN, etc.

Table with columns: Name, Price, Change. Includes BRIDGE TRUST MANAGEMENT, BRITISH LIFE OFFICE, BROWN SHIPLEY & CO., etc.

Table with columns: Name, Price, Change. Includes CARLTON UNIT FUND MGRS., CAVALIER SECURITIES, CHARTERHOUSE JAFFET, etc.

Table with columns: Name, Price, Change. Includes CITY OF WESTMINSTER ASS'CR, EDINBURGH SECURITIES, ERMAC SECURITIES, etc.

Table with columns: Name, Price, Change. Includes F M C UNIT MANAGERS, FURNACE WITHY DECKS, GUARDIAN ASSURANCE, etc.

Table with columns: Name, Price, Change. Includes HAMBURG LIFE ASSURANCE, HAMBURG UNIT MGRS., HEARTS OF OAK BENEFIT SOC., etc.

Table with columns: Name, Price, Change. Includes HODGE LIFE, IMP. LIFE ASSURANCE, INTEL. FUNDS, etc.

Table with columns: Name, Price, Change. Includes INV. MGMT. ANNUITY LIFE, IRISH LIFE ASSURANCE, JANSZ SECURITIES, etc.

Table with columns: Name, Price, Change. Includes JANSZ SECURITIES, JESSIE BRITANNIA GROUP, KEN FUND MANAGERS, etc.

Table with columns: Name, Price, Change. Includes LIBERTY LIFE ASSURANCE, LLOYDS BANK UNIT TRUSTS, LONDON ASS'CR, etc.

Table with columns: Name, Price, Change. Includes LONDON ASS'CR, LONDON DOMINION TR., LONDON LIFE ASSURANCE, etc.

Table with columns: Name, Price, Change. Includes LONDON LIFE ASSURANCE, LONDON MUTUAL LIFE, LONDON TRUST MANAGERS, etc.

Table with columns: Name, Price, Change. Includes LONDON TRUST MANAGERS, LONDON UNIT MANAGERS, LONDON VESTMENT, etc.

Table with columns: Name, Price, Change. Includes LONDON VESTMENT, LONDON WELFARE, LONDON WELFARE INS., etc.

Table with columns: Name, Price, Change. Includes LONDON WELFARE, LONDON WELFARE INS., LONDON WELFARE MUTUAL, etc.

Table with columns: Name, Price, Change. Includes LONDON WELFARE MUTUAL, LONDON WELFARE MUTUAL LIFE, LONDON WELFARE MUTUAL LIFE, etc.

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rather poor state of industry in Scotland. The chairman is confident that this upward trend will continue throughout the remainder of this financial year.

These latest profits are struck after non-recurring losses of £16,539 in the closing down of furnishing fabric activities in Belgium and Clifton Warehouses but before exceptional items of £145,588.

The group has made a satisfactory start to the current period when it will have the benefit of a fall in interest rates only at the year-end from the carpet-printing unit.

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Richard Walker

THE INVESTMENT TRUST CORPORATION INCOME AND DIVIDEND INCREASED

The 83rd Annual General Meeting of The Investment Trust Corporation, Limited was held on July 13 in London. The Right Hon. Lord Laymer (the Chairman) presiding.

The following is an extract from the Report of the Directors:

Gross income for the year ended 31st May, 1971, shows an increase of £12,006 to £2,052,270. The proportion received in the form of franked investment income has increased, and with a capital charge increase on the Ordinary share (20.4 per cent).

An interim dividend of £1.41 was paid in December, 1970, and your directors now recommend a final dividend of 15 per cent, making a total dividend of 20 per cent for the year, which compares with a total of 19 1/2 per cent paid last year.

In order to reduce the disparity between interim and final dividends it is our intention to pay an interim dividend of 8 per cent in December, 1971.

Share prices in this country and the U.S.A. have made a substantial recovery from the depressed condition a year ago. This improvement is reflected in the total net assets of the company which has increased from £50,536,407 to £57,223,857. The net asset value of each Ordinary share has risen from 151p to 160p, an increase of 5.9 per cent.

Although there have been welcome reductions in the rates of corporation tax since the change of government it is regretted that investment in the U.S.A. had no relief from the burdens of the dollar premium surrender and capital gains tax.

Your directors expect to maintain the dividend of 20 per cent for the current year.

The report and accounts were adopted.

BE SURE OF 8 1/2% INTEREST FOR 10 YRS

NORTHAMPTON

Minimum £500

Repayment on Death

25p from booksellers, or send 20p (cheque or P.O.) to Dept. E.M., Daily Telegraph, 135, Fleet Street, London, E.C.4.

MARKETING

NOT all the lawyers in America look enough to wrangle an American Express purchase of Thomas Cook past the anti-trust laws, even if the British ever said Yes. But by sheer numbers they have driven the two together for this one week.

Moving on Britain today for the American Bar Association's annual meeting, about 12,000 people, down from 15,000 at the London accommodation at the peak of the season and getting it.

A Cook-Amex axis can manage miracles and a joint operation is the secret behind this one—and a powerful reason why the hotel is ever likely to condone that ultimate agency, Cooks-Amex.

A Cook's man put it most politely: "One builds up contacts. At first everybody's jigsaw but they come round in the end. And Amex: 'We're not like other customers. They don't like to offend.'"

The para-military operation has involved two years' planning, 60 hotels from the Grosvenor House—Claridge's circuit down to what they fondly refer to as "the old stand-by," and about 150 coaches to ply between numerous meetings, 32 receptions and to halls and to close-circuit TV points.

Computers picked out those privileged to attend the main session in a bid to ensure that many for them ever to be assembled in one place together.

For £1,000, a royal garden party ticket has been found (the RGP clash with the lawyers' marshalling centre only a street away promises one of the trickier

Cooks and Amex bring in the law

manoeuvres). For anybody, there's at least the case of a Cook's tour to Stratford.

Such heady joint ventures apart, any connection between the fortunes of 12-year-old American Express and 13-year-old Cook's waiting to be sold off like so much arm's length, is purely coincidental. Except for one almighty ass—Cooks! 92, what a name. "That you could do with the name," insists American Express vice-president Bill Turnbull (Prospective purchasers kindly note).

Clark is a scratch golfer, Clark is a crack tennis player, Clark is a top lawyer, an accountant. Clark has nine children. Clark was the catalyst.

"Clark separates the important from the unimportant real fast. Before seeing him we rack our brains to get our facts in line," says Turnbull.

Clark called in consultants McKinsey to see through the separating, to functionalise it. He brought in a new blood. As in Cook's today, the tradition had been to rise through life service, and most of the managers had learned their trade in a pre-war "railroad" world.

Small, bouncy, crew-cut Wyn Reynolds was signed the same day as Turnbull.

Reynolds ("I came here to play golf but Clark wouldn't let me play golf") is the credit cards for Europe and his particular pride was selling to cardholders \$100,000 worth of smoked salmon in 10 days. "We cleared the whole damn fish factory."

Mightier moments await as he prepares to cut into upper crust mail ordering with "sheer luxury for the affluent."

Clark is a man who is getting his Harrods. "We're pushing high. Offering people the best of London and Paris and saying, 'We'll bill you sometime' is darned clever selling."

Knee-deep in offers

In the United States the group is deep into offers of reproduction grandfather clocks, watches, radios. But Reynolds hopes to stay soaring "with the Gucci's and the Pucci's, names that mean something, and maybe fine English bone china and Czechoslovakian Bohemian glass. It may be the best hamper business with Fortnum's."

He puts losses at around 1 p.c. "Sir Isaac Wolfson says his are about 5 p.c. At that rate we'd be a loser. A deferred bill on a high cost item means you keep your cardholder when his next year's subscription comes up. And that's important when you spend a lot of the year's effort in just holding on to people."

Selling salmon along with fixing flights and a maze of other business needs a complex computer system. But Reynolds bull attributes the success to "good credibility," the computer-linked agency system covering all North America and "our Europe book, the finest sales piece in the business."

The book ("72 itineraries, 3,000 Departures from \$285 to \$2,195") has a British Guardsman fronting a fat, fat offering satisfied into holiday ranges with titles falling from Grand to Thrifty. There is also a Swinger series. "But I don't think we have a tour product to sell to youth yet."

So what? American youth has found American Express all the same, turning its city centre offices in major capitals into breezy de facto embassies. And when the hippies pile high in places like Constitution Square in Athens, it can get a bit too breezy.

Clark carefully worded his way round this when in London two weeks ago. The problem was tough, he said, but the policy was to serve, act as a mailbox and be a moving of the floor. "I just once in a while. I think we actually like it. And who says some of those kids don't have money to spend? It's darned good business."

SITUATIONS VACANT

REPRESENTATIVES

AMBITIOUS SALESMEN

TO £1,750 + CAR

LONDON/VE Counties

An excellent opportunity for young men 21/25 to break into the sales world with a major international company. A wide range of products and a growing market. You should have some previous sales experience and be able to sell in a competitive environment. Our clients recognised training programme will help you to reach your full potential. Salary is negotiable. C/27/179A.

TERRITORY SALESMEN (TOILETRIES)

£1,450 + COMM.

E. W. S. LONDON

Are you a successful salesperson whose career has developed with a leading international company? If so, we have a great opportunity for you. You will be responsible for the sale of our products in a new territory. You will receive a competitive salary and commission. If you are interested, please send your resume to: E. W. S. LONDON, 10, Abchurch Lane, London, E.C.4.

LIFE ASSURANCE & EQUITY LINKED

ARE YOU TOO CHEAPLY WHY NOT EARN £16 PER HOUR

ESTABLISHED BROKERS 9 YEARS

EXPERIENCED ELECTRIC PLUMBING REPRESENTATIVE

South East London and Surrey. Good prospects for expansion. E.E.1455. Daily Telegraph, E.C.

FIELD SALES REPRESENTATIVE

WIRE AND WIRE PRODUCTS

Applications are invited from men with experience in sales of wire and wire products. The successful candidate should have a minimum of 5 years experience in the field of wire and wire products. Salary and commission negotiable. Applications in full confidence to: WIRE AND WIRE PRODUCTS, 10, Abchurch Lane, London, E.C.4.

MEN'S WEAR REPRESENTATIVE WESCOT LTD

Need a representative for a prestigious menswear brand. The successful candidate will be responsible for the sale of our products in a new territory. You will receive a competitive salary and commission. If you are interested, please send your resume to: WESCOT LTD, 10, Abchurch Lane, London, E.C.4.

STEEL EQUIPMENT SALES REPRESENTATIVE

LOCAL GOVERNMENT

HAMPSHIRE

CHIEF RESIDENT ENGINEER

£2,751 to £5,471

This is a permanent appointment. The successful candidate will be responsible for the management of the Council's engineering services. He will be required to manage a staff of approximately 100 and to be responsible for the maintenance of the Council's fleet of vehicles. He will also be responsible for the management of the Council's engineering works. Applications should be sent to: THE CHIEF ENGINEER, SOUTHAMPTON CITY COUNCIL, 100, Water Street, Southampton, SO2 1 1JH.

OFFICIAL APPOINTMENTS

TECHNICAL Education Singapore TAILORING EXPERT

Applicants should possess suitable qualifications, preferably as graduates of the Tailor and Cutters School, London, with experience of the trade and the ability to teach.

On contract for a period of 3 years at a salary (subject to U.K. income tax) exceeding that of the selected applicant's present United Kingdom earnings plus a variable tax-free overseas allowance. Children's education allowances; free passages and accommodation; all emoluments paid by the British Government; superannuation rights safeguarded.

For full details, together with an application form and pamphlet about Singapore, please apply giving brief details of age, qualifications and experience and quoting reference RC.203/148/021 to:

Appointments Office, Room E443, TAP, Foreign and Commonwealth Office, OVERSEAS EMPLOYMENT ADMINISTRATION, Eland House, Stag Place, London, SW1E 5DH.

SALES EXECUTIVES

SALES EXECUTIVES THE RIGHT MAN IS ESSENTIAL WE ARE WILLING TO PAY £3,000

We are seeking professional men of proven ability to sell our products in a new territory. The successful candidate will be responsible for the sale of our products in a new territory. You will receive a competitive salary and commission. If you are interested, please send your resume to: THE RIGHT MAN IS ESSENTIAL, 10, Abchurch Lane, London, E.C.4.

SALES REPRESENTATIVE

SALES REPRESENTATIVE (Travel)

U.K. £3,000 to £5,000 + comm.

Apply to: A.P.A. 387 0322.

TECHNICAL BUILDING PRODUCTS

TECHNICAL BUILDING PRODUCTS

North and West London

We are seeking a technical representative for the above product line. The successful candidate will be responsible for the sale of our products in a new territory. You will receive a competitive salary and commission. If you are interested, please send your resume to: TECHNICAL BUILDING PRODUCTS, 10, Abchurch Lane, London, E.C.4.

TECHNICAL SERVICES

TECHNICAL SERVICES

ST. LAWRENCE'S HOSPITAL

PSYCHOLOGIST

Applications are invited for the post of Psychologist. The successful candidate will be responsible for the management of the hospital's psychological services. He will be required to manage a staff of approximately 10 and to be responsible for the maintenance of the hospital's psychological services. Applications should be sent to: THE CHIEF CLERK, ST. LAWRENCE'S HOSPITAL, 10, Abchurch Lane, London, E.C.4.

REPRESENTATIVE

REPRESENTATIVE (Decorative Sales Division)

Our client requires active coverage in the South West London area. The successful candidate will be responsible for the sale of our products in a new territory. You will receive a competitive salary and commission. If you are interested, please send your resume to: REPRESENTATIVE, 10, Abchurch Lane, London, E.C.4.

SALES REPRESENTATIVE

SALES REPRESENTATIVE STEEL STOCKHOLDING

This is an ideal opportunity for a man with drive and energy to sell our products in a new territory. The successful candidate will be responsible for the sale of our products in a new territory. You will receive a competitive salary and commission. If you are interested, please send your resume to: SALES REPRESENTATIVE, 10, Abchurch Lane, London, E.C.4.

SALES DIRECTOR

SALES DIRECTOR

Administrative Director of the Sales Department. The successful candidate will be responsible for the management of the department's sales activities. He will be required to manage a staff of approximately 20 and to be responsible for the maintenance of the department's sales activities. Applications should be sent to: SALES DIRECTOR, 10, Abchurch Lane, London, E.C.4.

UNIVERSITIES, COLLEGES, ETC.

UNIVERSITIES, COLLEGES, ETC.

DUNDEE CORPORATION

EDINBURGH COLLEGE OF SCIENCE AND TECHNOLOGY

Applications are invited for full-time lecturers in the Department of Biological Sciences. The successful candidate will be responsible for the management of the department's biological sciences activities. He will be required to manage a staff of approximately 10 and to be responsible for the maintenance of the department's biological sciences activities. Applications should be sent to: THE CHIEF CLERK, DUNDEE CORPORATION, 10, Abchurch Lane, London, E.C.4.

CONSTRUCTION PLANT

CONSTRUCTION PLANT

Expanding company selling heavy machinery. The successful candidate will be responsible for the sale of our products in a new territory. You will receive a competitive salary and commission. If you are interested, please send your resume to: CONSTRUCTION PLANT, 10, Abchurch Lane, London, E.C.4.

SALES REPRESENTATIVE

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Seeking a member of the sales team to sell our products in a new territory. The successful candidate will be responsible for the sale of our products in a new territory. You will receive a competitive salary and commission. If you are interested, please send your resume to: SALES REPRESENTATIVE, 10, Abchurch Lane, London, E.C.4.

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MICA PRODUCTS

MICA PRODUCTS

All forms of electrical insulation

Vacancies exist for two Technical Representatives. One in the North London territory and one in the South London territory. The successful candidate will be responsible for the sale of our products in a new territory. You will receive a competitive salary and commission. If you are interested, please send your resume to: MICA PRODUCTS, 10, Abchurch Lane, London, E.C.4.

SALES ENGINEER

SALES ENGINEER

Required to promote VHF/UHF Microwave Communications. The successful candidate will be responsible for the sale of our products in a new territory. You will receive a competitive salary and commission. If you are interested, please send your resume to: SALES ENGINEER, 10, Abchurch Lane, London, E.C.4.

SALES REPRESENTATIVE

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Legal Opportunities Overseas

Hong Kong

The following appointments are available for legal staff. Applicants should be Barristers or Solicitors, qualified in the United Kingdom or Republic of Ireland, with respectively a minimum of three years' experience since Call or two years' experience since Admission. The emoluments shown are based on basic salary scales and allowances. Terms of service usually include free family passages, paid leave, education grant, subsidised accommodation and free medical attention. A terminal gratuity of 17% is payable and income tax is at low local rates. Starting salaries are calculated on the basis of one increment in the salary scale for each completed year of experience since obtaining the minimum qualification. Appointments are on contract to the Government of Hong Kong for an initial period of three years.

CROWN COUNSEL

£2,035 - £4,309
To undertake prosecutions, civil litigation, advisory work and legislative drafting.

MAGISTRATES

£2,035 - £4,309
To undertake the trial and determination of cases in a Magistrate's Court with jurisdiction limited to the imposition of penalties up to two years' imprisonment.

For further information about any of these vacancies please write briefly stating age, qualifications and experience to:-

The Appointments Officer,
Room 301A, Eland House,
Stag Place,
London, SW1E 5DH.

Regional Sales Manager

THE COMPANY
Imperial Bakers (M/C.) Ltd. A well established company marketing bakery products on a semi-national basis.

THE JOB
Establishing a new depot in North West London. Developing business in the London area. Personal contact with senior buyers in the grocery trade.

THE MAN
Early 30's, experienced in selling at such levels and proven ability to organise van sales force an advantage.

THE REWARDS
Senior position with excellent prospects. Salary negotiable and Company car provided.

Apply in writing giving full details to: D. Burtler, Imperial Bakers (M/C.) Ltd., Barton Bakery, Taylor Road, Urmston, Manchester.

SECRETARY

Approximately £3,500 p.a.

An experienced Secretary is required to work for our Senior British Executive attached to E.L.D.O. The International Space Organisation. She will be part of a team working at The Kourou Space Centre in French Guiana.

- The requirements are:-
- Fluent in written and spoken English and French
 - Single and probably over 25 years
 - Confident and adaptable
 - Fully experienced in all secretarial duties
 - Medically fit
 - Owner of a current driving licence
 - Available to start late October, 1971

We offer in return

- Salary and allowances in the region of £3,500 p.a.
- Rented furnished accommodation
- Contract for two years
- Return flights London-Paris-French Guiana
- Forty days paid leave per annum with return flights French Guiana-London

Closing date for letters of application 21st July, 1971. These should contain fullest relevant details and be addressed to:-
Miss J. M. Brown,
Hawker Siddeley Group Ltd.,
32 Duke Street, St. James's,
London, S.W.1.

HAWKER SIDDELEY

MSL Management Consultants in Hum. Resources

Marketing Manager at least £4000 London Foodstuffs

for a company with a national reputation, a subsidiary of a group which achieved sales of £20m. in 1970, which plans expansion of business especially through supermarket chains and multiples. This new appointment carries accountability for the total sales and marketing function including managing the regional sales team, the special accounts function, market research, forecasting, advertising and negotiations with major customers. Candidates under 45 years, should have had experience relevant to the duties and a record of successful selling and marketing with fast-moving consumer goods. Ability to formulate and execute marketing policy and to motivate sales staff to achieve objectives is essential. Please write stating how each requirement is met to Dr. E. A. Davies reference D.40017.

Company Accountant and Director from £3750 negotiable

for an established, London-based, private company providing multi-branch agency services. Continuing expansion should take its present seven figure turnover to near £3m. in the next five years. He will be responsible to the Managing Director for close control of bookkeeping and wages departments, employing 30; for prompt production of financial, cost control and management accounts; and for progressive development of present manual accounting systems. Candidates, ideally about 35, must be qualified accountants who experience matches the foregoing and has included direct control of bookkeeping and costing staff, preferably in a multiple location, unsophisticated but progressive, commercial environment. Some knowledge of mechanised and DF systems an advantage. No pension, but fully adjustable in lieu, up to £500, depending on age and experience. Please write stating how each requirement is met to F. Saunders reference D.37165.

Factory Engineer £500 p.l.s. benefits West Africa

for the British-managed Ghana associate company of a £100m. multi-national public group. The company, established over 20 years, employs 400 in processing raw materials for the world confectionery trade and has a turnover in several £m. He will be responsible to the General Manager for mechanical maintenance of plant and machinery, engineering stores control and management of a workshop staff of thirty. He will have prospects of wider responsibility. Candidates, aged up to 50 and married, must have HNC or ONC technical engineering, previous experience of workshop administration and factory maintenance (desirably in a process machinery environment) and, desirably, some experience technical instruction. Remuneration as indicated, plus free housing, non-contributory pension, car and education allowances and other benefits including annual family passage to U.K. Please write stating how each requirement is met to F. Saunders reference D.37166.

Warehouse Manager up to £3000

for a leading manufacturer of shirts and neckwear. The company, a member of a major group, has a turnover approaching £20m. Warehousing and distribution have been attached to the manufacturing units in London, Scotland and Ireland but are about to be centralised in a 40,000 sq. ft. warehouse now completing in SE London. The new man will be involved in designing the internal fixtures and layout, and in rationalising the control of orders, inventory, despatch and invoicing. Candidates will have experience of the storage/distribution function, not necessarily in clothing, and will be familiar with delivery scheduling and negotiations with carriers. They are unlikely to be less than 30. Contributory pension. Please write or telephone for further information. J. D. Jones reference D.2487.

An MSL Consultant has analysed each appointment. We want to hear from those who meet the essential requirements of these appointments. If you do so, please write or telephone 01-629 1844 as directed above. These advertisements are factually correct and as comprehensive as space permits.



Colour him successful

Young HNC Engineers—take a course in colour transmission

Your HNC or equivalent qualification, coupled with our career opportunity, could be the start of something big... With the I.T.A. you can use your qualifications to good advantage and work in the fast developing field of colour transmission. At this moment we are equipping a new national network of stations for transmitting programmes in colour and in U.H.F. and we are looking for young electronics engineers to maintain and operate our sophisticated transmitting and ancillary equipment... So, if you're aged between 20 and 27 years and have the necessary ambition—then you should take a look at this career opportunity.

Training Scheme A special course, held at Plymouth Polytechnic, will give you an additional recognised qualification plus a year's experience in the field of colour transmission. This training programme combines a three firm college course with on-the-job instruction and will undoubtedly be an asset to your career minded professional.

During training you will earn a salary of between £1,155 and £1,485 and once you have completed the course you will be appointed as Shift Engineer to one of our Stations at a minimum salary of £1,743 on a scale rising to £2,277 with provision, subject to experience and satisfactory service, for progression to £2,607. Yes, this is only the start; our firm policy of internal promotion creates career opportunities leading to jobs topping the £3,500 mark.

Why not arrange to have an interview at a station and get to know more about the equipment and the career prospects which are waiting for you at the I.T.A.? It's a career opportunity that you can't afford to overlook!

Simply telephone or write for an application form, quoting reference DT/1625 to:

The Personnel Officer,
I.T.A. TELEVISION AUTHORITY,
70 Brompton Road, London S.W.3,
Tel. 01-584 7011. Ext. 482

Completed applications to be returned by 26th July, 1971.

QUANTITY SURVEYORS—South Africa

Around £3,500

The L.T.A. Group, one of the largest construction organisations in South Africa, requires a number of Quantity Surveyors, initially for three year contracts.

If you have at least 5 years' successful experience in civil engineering work, ideally with large scale projects, and are preferably single with an A.I.Q.S. or similar qualification, we should like to hear from you. Attractive salaries will be supplemented by fares, allowances, free accommodation and company transport.

A Director of L.T.A. will be visiting London later this month. If you would like to meet him please write briefly quoting DT/178 to A. E. Wells, Harold Whitehead & Partners Limited, Management Consultants, 21, Wilmore Street, London, W.1. or Miss Roberts at 01-835 8808 for an application form.

MANAGER MARKETING Middle East

This is a new appointment which would suit an energetic man who can assume responsibility for the Company's sales promotion activities throughout the Arab countries of the Middle East.

- The man appointed should
- be less than 40 years of age
 - be fluent in English and Arabic
 - be free to travel extensively throughout these Arab countries
 - have a reasonable degree of marketing knowledge, possibly in pharmaceuticals
 - understand Government procedures and, preferably, have contacts with Government Departments
 - be based in Beirut

Berk Pharmaceuticals Limited is a member of an expanding International pharmaceutical Group committed to increasing sales vigorously in the coming years. Please write to:

Mr. H. F. Kerr,
Berk Pharmaceuticals Ltd.,
Station Road, Shatford,
Nr. Guildford, Surrey.

SENIOR DESIGN DRAUGHTSMEN

Aircraft Power Controls

Fairey Hydraulics—Europe's No. 1 manufacturer of hydraulic powered flying controls for aircraft—needs more Senior Design Draughtsmen. We are already supplying the power controls for the Harrier, V.T.O.L., the Anglo-French Jaguar, Trident, FIAT G.91Y and G.222. This year we were awarded contracts worth up to £25 million for the Anglo-German-Italian Multi Role Combat Aircraft—Europe's biggest single aircraft project. These firm projects are behind the expansion which has created the above vacancies at our Heston offices. We are looking for men aged 25-35, preferably with experience of aircraft hydraulic system design. The design office is small and busy and applicants should have enthusiasm and drive. There are excellent prospects for long term career advancement. Excellent salaries, pension scheme, etc. Applications please, in writing, giving details of experience, to F. J. Fuzell, Technical Director.

Fairey Hydraulics Limited
Cranford Lane, Heston, Middlesex,
Tel. 01-759 2666

PIKROSE

This medium sized engineering company, backed by the resources of a large group, is one of the leading suppliers of winches and hoistages to the world's mining industry. In order to maintain the growth which has recently been achieved, we are now looking for two senior executives to fill the following vacancies in our management team:

Financial Controller

Applicants must be qualified Accountants aged between 28 and 45 with at least three years post-qualification experience, preferably in the engineering industry. The successful candidate will be responsible to the Managing Director for the total accounting function including preparation of budgets, period accounts, cash forecasts, product costing, profit analysis, etc. Previous experience at senior level is essential.

Production Manager

Experienced Engineer with at least H.N.C. and a good background of shop floor management. He will be directly responsible to the Managing Director for the factory, production control and associated functions. The works employs about 200 men in batch and job machining and fitting. His immediate task will be to improve levels of output and operating costs. A new production/stock control system is now being implemented by a leading firm of consultants.

Each position will carry a starting salary of around £5,000. If you think you are capable of contributing to the company's future developments in one of these positions and would like to hear more about it, please write giving brief details about yourself to:

The Managing Director,
Pikrose & Company Limited,
Delta Works,
Audestraw,
Manchester, M34 5HS.

BRAND MANAGER

BOSTIK require a Brand Manager for their range of consumer products. The position demands a man who is experienced in the marketing of high volume Do-it-yourself products to the consumer and who has full knowledge of up-to-date marketing techniques and methods.

He must be profit conscious and capable of innovating new products and ideas as well as maximizing sales of existing products. The selected candidate is likely to be in his late twenties and will be able to prove that he has worked successfully in a similar capacity in a national consumer products organisation.

An excellent salary is negotiable with pension and other benefits, but he is unlikely to be earning less than £2,500 per annum at the present time.

Write to: Manager, Marketing Services Division,
Bostik Limited, Uverscroft Road, Leicester,
LE4 6BW.

PERCY BILTON LIMITED

One of the largest National House Builders wish to appoint a

GENERAL MANAGER

for their Housing Division to be directly responsible to the Divisional Director for the running of the Division.

Wide experience in all aspects of housing development essential.

Applicants should be of a calibre capable of being appointed, in due course as a Director.

Salary depending on experience but not less than £5000 p.a. with generous bonus and fringe benefits.

Write in confidence to T. A. WHALE

Percy Bilton Limited
BILTON HOUSE, LONDON, W.5.

SALES REPRESENTATIVE

Clarke Chapman-John Thompson Ltd, Horseley Pigott Division, have immediate vacancies for two high calibre, tenacious sales representatives:

LONDON AREA
To operate from their London Office and be particularly concerned with the sales of Pressure Vessels, Steel Chimneys and similar products.

NORTHERN AREA
To operate in the North of England area and be particularly concerned with the sales of Steel Sectional Storage Tanks, Steel Chimneys, Pressure Vessels, Fabrications and similar products.

An engineering background is preferable, ideally aged between 25 and 40 years, and of smart appearance. A company car will be provided and the company operates a good pension scheme.

Please apply in writing to:-

London Area Northern Area
M. A. Pearlman, Divisional Sales Manager, M. A. Pearlman, Divisional Sales Manager,
Clarke Chapman, Clarke Chapman, Horseley Pigott Division, Horseley Pigott Division,
Tavistock House, Tavistock House,
Woburn Walk, Woburn Walk,
Tavistock Square, London, Tavistock Square, London,
W.C.1. W.C.1.

ASSISTANT BUYER

FURNITURE DEPARTMENT SELFRIDGES LIMITED

Applications are invited for the above post from men aged 30-35. The successful applicant should have sound knowledge of traditional and contemporary furniture, be experienced in stock control, and have worked in a West End departmental store.

Please apply in writing giving concise details of age, experience and present salary to Assistant General Manager (Staff), Selfridges Limited, Oxford Street, London, W1A 1AB.

Selfridges

Experienced PROGRAMMERS

We are seeking a number of men and women, preferably under 30, with two or more years' programming experience. Applicants must be able to write programmes in COBOL using modular programming techniques and have spent not less than two years working in a commercial environment.

There are also a limited number of vacancies for trained systems analysts. Those selected will work in pleasant surroundings at our Head Office in Norwich. Salaries are geared to experience and ability and there are valuable fringe benefits.

Write in strict confidence for an application form to: R. Lejeune, Senior Staff Superintendent, NORWICH UNION INSURANCE GROUP, Surrey Street, NORWICH NOR 88A.

COMPUTER SALES £4,000/6,000

1. Successful V.I.C. men for interesting Small Computer range: London, Ireland.
2. Sophisticated Data Preparation systems: London.
3. Refreshing London (UK)

SALES SEARCH
50, Victoria St., London, S.W.1
01-222 2022

Technical Writers

Technical Publications Centre-ITT Europe

Due to the rapid expansion of our activities in Europe, we now urgently require the following Technical Writers at our site in Harlow, Essex:

One writer with experience of crossbar telephone switching systems, to write manuals for electro-mechanical telephone equipment;

Another writer with a good electronics background to write manuals for computer-based electronic switching systems;

Two writers with knowledge of FORTRAN IV, program language to write software documentation for a variety of projects. This work involves an initial period on-site in Paris and a further period on-site in Madrid.

These positions will involve a considerable amount of travel throughout Europe and successful candidates can expect to receive attractive salaries.

Interested people are invited to present themselves together with a comprehensive curriculum vitae and a current sample of work, on

Friday, 16th July between 9 am & 3 pm
to The Russell Hotel,
Russell Square, London WC1

If you cannot make this occasion, please write with full details to:

an associate of M. K. Jenner, Personnel Officer, Standard Telecommunications Laboratories Limited, London Road, Harlow, Essex. **STL Research**

The Law Society Education & Training Department

Solicitor (Male or Female)

To assist in Education and Training and the work of specialist committees, e.g. Associate Members, Advocacy training.

Salary depending on age and experience in a range with a maximum of £3,450 p.a. Contributory pension, free life assurance, 4 weeks annual leave.

Apply with career and educational details to: Secretary General, The Law Society, 113, Chancery Lane, London, WC2A 1PL.

Department of Health and Social Security

X-RAY ENGINEER

Up to £3571

This demanding and interesting post is in the Scientific and Technical Branch of the Department's Supply Division in London.

The successful candidate will lead a small team in providing advice on the suitability of X-ray and allied equipment and will assist in the evaluation of equipment, investigation of faults and failures and initiating and supervising the preparation of specifications.

Candidates must have a first or second class honours degree in engineering or physics, or Corporate Membership of one of the Council of Engineering Institutions (those awaiting election will also be considered). Experience in the specialised field of X-ray equipment for medical application though desirable is not essential provided candidates have design and production experience of similar electrical and electro-mechanical devices. The post calls for administrative ability and facility in communication with other disciplines at all levels.

Starting salary may be above the minimum of the scale, £2,758-£3,571, and there are prospects of promotion to posts carrying salaries up to £4,208. Non-contributory pension scheme.

For full details and an application form (to be returned by 5 August, 1971) write to Civil Service Commission, Alceon Link, Basingstoke, Hants, or telephone BASINGSTOKE 29222, extension 500, or LONDON 01-839 1696 (24-hour 'Ansafone' service). Please quote T/7765.

THE TEMPERED SPRING COMPANY LIMITED SHEFFIELD

TECHNICAL REPRESENTATIVE

We are looking for a Technical Representative who could take charge of a limited number of important accounts within the Motor Car and Commercial Vehicle industries. Business already exists but there is plenty of scope for further expansion.

Based probably on either Warwickshire or Hertfordshire, this is an attractive position in a progressive Company for someone who, probably under 30 years of age, is ambitious and looking for advancement.

Further qualifications are:-
Education: H.N.C. standard.
Knowledge of Mechanical Engineering.

Three years' recent experience as a Representative selling to the Motor Car manufacturers.

An initial period of product training in Sheffield would be arranged and remuneration would be negotiable according to qualifications. A car is fully provided and there is a good contributory pension scheme. Holidays—28 days per year.

Applications, giving full particulars of education and career to date, should be addressed in confidence to the Sales Director, The Tempered Spring Co. Ltd., P.O. Box 17, Warren Street, Sheffield, S4 7WS.

COUNTY COUNCIL OF ESSEX Social Services Department

RESEARCH AND STATISTICS

(Senior Officer Grade—Salary within scale £2,106 to £2,751 according to qualifications and experience.)

New challenging post involving research on social problems, including obtaining processing and interpreting data.

Further particulars and application form from Director of Social Services, 81-99 New London Road, Chelmsford, CM2 0PN.

Please quote reference EST/DT.

Closing date 28th July, 1971.

A UNIQUE OPPORTUNITY IN SELLING

The retail division of a large international company requires two additional salesmen, one to cover a London/Middlesex territory, the other a West London part Bucks territory.

The Job: To establish a new range of products currently being marketed through retail and wholesale hardware, D.I.Y. and paint and wallpaper outlets.

The Men: Enthusiastic and ambitious, aged 24-40 and with experience in retail selling and merchandising in a competitive market.

The Offer: A basic salary of not less than £1,600 plus a commission based on personal achievement to give an earning potential in excess of £1,800 per annum. A company car for business and family use, payment of all business expenses, the opportunity of coming in at the early stages of a fast developing market, giving excellent career prospects in sales and marketing management.

Please write, giving brief details of your career to date, to A.S.17944, Daily Telegraph, E.C.4.

Australia Teachers for Secondary Schools New South Wales

Applications are invited for appointments in secondary schools in the New South Wales Teaching Service.

Applicants, graduates and non-graduates, must have completed a recognised course of teacher education, and be recognised as qualified by the Minister of Education. Salary ranges (annual rates expressed in Australian dollars) applicable to both male and female teachers:—

Non-graduates:
\$A3,674 p.a. to \$A6,112 p.a.
University graduates:
\$A4,956 p.a. to \$A7,374 p.a.

Commencing rates according to qualifications and experience. (\$A2.15=£1 Sterling.)

Subject to medical fitness permanent appointees will be eligible to contribute to the State Superannuation Fund.

Under certain conditions appointees will receive settling-in allowances, on the following scale:—

Married male teacher with wife:
\$A1,000 plus \$A100 for each dependent child.

Single Teachers: \$A400.

For further particulars and application form please apply to the Recruitment Section, New South Wales Government Offices, 56, Strand, London, WC2N 5LZ (Tel: 01-839 6651) quoting reference 44T (DT).

CIBA-GEIGY

CIBA-GEIGY (UK) Limited
Trafford Park, Manchester

Administration Manager

Central Engineering

CIBA-GEIGY (UK) Limited is part of the International Swiss based CIBA-GEIGY Group and is a leading manufacturer of a wide range of specialty chemicals.

Central Engineering is responsible for the design, construction and commissioning of new chemical plants and buildings and other facilities in various locations in Great Britain.

We wish to appoint a successor to the present Administration Manager, who is taking up another post elsewhere in the Company. The man we appoint will be responsible to the Director of Engineering for the administration work of the department, including project cost estimating and control, procuring equipment and materials and the provision of secretarial services. He will be based at Trafford Park, Manchester.

The successful applicant will have appropriate qualifications in accountancy, commerce or engineering and suitable experience in an engineering environment, not necessarily in the chemical industry. He will enjoy attractive conditions of employment and, in an appropriate case, will receive generous relocation assistance.

Applications, giving details of age, qualifications and experience and quoting Ref. G.1/D should be sent to: The Personnel Manager, CIBA-GEIGY (UK) Limited, Central Personnel Services Department, Simonsway, Manchester, M22 5LB.

Secretary

required by chief executive of professional body. Good shorthand and typing speeds essential. Salary £1,200 to £1,400 according to age and experience. 1 V.s. Hours 9.30-5.30. Holiday arrangements honoured.

Write to:
F. C. Osborn, 22 Bedford Square, London, W.C.1.

BBC

PLANNING and PRODUCTION EDITOR "ARIEL"
In London (Ref. 71.259.D.T.) £2,625-£3,285
To cover journalistic assignments for BBC staff journal, plan issues, commission photographs and edit adherence to copy deadlines. Journalistic experience on daily or weekly newspaper is essential. Must be able to copy and prepare art work and post-ups.

ASSISTANT, TGCAL TALKS UNIT, ARABIC SERVICE £2,395-£3,285
In London (Ref. 71.261.D.T.) + £167 p.a. non-day working allowance
To write and edit general talks for translation and broadcasting. Good general knowledge of international affairs and home politics and ability to write fluently and concisely are required. Special knowledge of Arab countries and the Middle East would be an asset.

PRODUCTION ASSISTANT, SCHOOLS, TELEVISION £2,395-£2,970
In London (Ref. G.770.D.T.) + £167 p.a. non-day working allowance
To work on Science and Mathematics programmes in primary and middle school years. Thorough knowledge of primary school methods; experience of teaching science and mathematics at 5-13 years level and with the concept of the middle school essential. Experience in expressing scientific and mathematical ideas visually desirable.

OPENINGS IN PERSONNEL ADMINISTRATION Initially £2,165-£2,395
For men and women aged 21-30 with at least two years practical experience at responsible level in this field and who wish to learn how to adapt such experience to meet needs of a diverse and creative staff.

MAKE-UP SUPERVISOR £1,800-£2,290
In Birmingham (Ref. 71.2759.D.T.) + 15% Irregular Hour Working Allowance
Responsible for planning and devising make-up and wigs and for supervising and training Assistants. Understanding of production requirements coupled with knowledge of television make-up and hairdressing (including period styles) essential.

PROPERTIES ASSISTANT £1,530-£1,965
In Birmingham (Ref. 71.2761.D.T.)
To provide properties for a wide range of television productions. Requires general knowledge of history and architecture and good understanding of contemporary styles in furniture and design. Current driving licence essential.

ASSISTANT ENGINEERING ACCOUNTS £1,400-£1,825
In London (Ref. 71.G.131.D.T.)
To deputise for head of section responsible for recording capital expenditure, maintaining records and preparing accounts for capital projects. Accounting experience and willingness to accept responsibility essential.

COSTUME ASSISTANTS £1,315-£1,715
In Birmingham (Ref. 71.G.762.D.T.)
To give general assistance to Supervisor in selection and fitting of costumes. Previous experience in theatre, films or television, good working knowledge of period and modern costumes, good memory and fast essential.

MAKE-UP ASSISTANTS £1,130-£1,470
In Birmingham (Ref. 71.G.760.D.T.) + 15% Irregular Hour Working Allowance
To undertake all types of make-up and hairdressing. Good experience in all branches of television make-up and hairdressing (including period styles) essential.

TRAINEE STUDIO MANAGER, WALES £1,062
In Cardiff (Ref. 71.G.257)
To train in technical presentation of studio programmes in Radio and certain duties in Television. Knowledge of Welsh essential, also good education, interest in the arts and a minimum of 18 months' experience. Salary when trained £1,130-£1,470 p.a. with further prospects. Irregular hour allowance of 15% of salary. Age limits 19 to 25.

Write or telephone Appointments Department, BBC, London W1A 1AA (Tel 01-580 4468 Ext 4619) within five days. Please quote Ref. No. and send addressed foolscap envelope.

Join our team for the 1980's. Right now.

No products are more complex or advanced than guided weapons. Developing them demands a unique team, the most advanced scientific technological skills welded into an integrated group and management techniques that keep us in advance of the rest of industry.

That would put you pretty far ahead too. And we're successful. We supply most of Britain's defence missiles. We need a number of up-and-coming men to join the team that's leading Europe in defence.

- A Senior Dynamicist to take charge of a Section of Graduates working on weapon systems studies.
- A Senior Guidance and Control Engineer
- Project Engineers
- A Senior Hydrodynamicist
- Senior Design Engineers and Draughtsmen, mechanical and electronics.
- Senior Development Engineers, mechanical and instrumentation.

1. With experience in hardware procurement or manufacturing in G.W. or associated industry.
2. With experience in preparation of budgeting, estimates and control in the G.W. or other Ministry associated fields.

Tick the job that's right for you, fill in your name and address and send us this ad. Or ring us. We'll help married men to relocate in the area.

Name _____
Address _____
Send to the Personnel Manager, Hawker Siddeley Dynamics Ltd., Manor Road, Hatfield, Herts or telephone Hatfield 62300, Ext. 338



STATISTICS with a social purpose

As a statistician with the Department of Health and Social Security or with the Home Office you apply your specialist skills to a wide range of social matters. You work closely with people of other disciplines and the fact that this co-operation often influences government policy brings an added stimulus to the job.

Department of Health and Social Security
Here you deal with statistics and research relating to the Personal Social Services which includes child care, the mentally ill and handicapped, accommodation for the homeless and 'meals on wheels'.

There is scope for assisting with the creation of a management information system together with the development of operational research models and a planning programming budgeting system.

The Home Office
Working closely with the policy divisions and the Research Unit, you interpret trends and give advice on matters such as crime, the penal system, probation and after care, Commonwealth Immigration and drugs. You produce regular statistical series, and a particular challenge to your analytical expertise arises from the need to take account of frequent changes in law and practice. There are vacancies in other departments. The starting salary (Inner London) could be above the minimum of the scale £3,425-£4,575. There are prospects of promotion to Chief Statistician £5,715-£8,475.

Academic qualifications of applicants, who should normally be aged at least 23, will probably include an honours degree in statistics, or in another subject involving formal training in statistics. Several years relevant experience is essential. Appointment may be permanent and pensionable or on a short term basis (with F.S.S.U.). For full details of acceptable qualifications, together with details of these and other appointments in the Government Statistical Service, and for an application form, write to: Civil Service Commission, Alencon Link, Basingstoke, Hants., or telephone Basingstoke 29222 ext. 500 or London 01-839 1896 (24 hour "Ansafone" service) quoting reference 619/2. Closing date 3rd August 1971.

POLICING HONG KONG

Offers a career for young men in a Police Force responsible for law and order in a community of about 4,000,000 people.

- * Permanent Appointment with prospects of promotion.
- * Commencing salary £1,155 a year. £1,494 for University Graduates.
- * Approximately 4 1/2 months' paid leave in U.K. after 3 1/2 years' service.

Appointments are in the grade of Inspector, for which candidates must be single, aged 19-27, at least 5ft 8ins tall, of good physique and normal vision without glasses. Minimum educational requirements are:

- a) GCE in at least 5 subjects, including English and Mathematics for a Science subject.
- or
- b) At least 1 year's Commissioned Service in H.M. Forces, or in the Inspectorate of a Colonial Police Force.
- or
- c) At least 2 years service in a U.K. Police Force.

Please write for full details and an application form, quoting reference M38/700807/DA to:
The Crown Agents, 'M' Division, 4 Millbank, London, S.W.1.

Career Discussions for Chartered Accountants

Arthur Young McClelland Moores & Co. invite ambitious Chartered Accountants to discuss, without any obligation, their career aims with partners and managers of the firm.

We are an international firm and our policy is to:

- * Provide good all round experience and regular training courses in the application of advanced U.K. and international auditing techniques, E.D.P. systems and taxation.
- * Give early responsibility.
- * Offer opportunities to transfer to one of our other U.K. offices or to join one of our many overseas offices throughout the world.
- * Advise and assist those wishing subsequently to develop their careers in industry or commerce.

You are welcome to attend informal interviews which will be held at the following places:

SOUTHPORT
Prince of Wales Hotel, Monday, July 19, 5 to 8 p.m.

STOCKPORT
Belgrave Hotel, Monday, July 19, 5 to 8 p.m.

CHESTER
Crescent Hotel, Tuesday, July 20, 5 to 8 p.m.

BOLTON
Peck Hotel, Tuesday, July 20, 5 to 8 p.m.

LIVERPOOL
Adephi Hotel, Wednesday, July 21, 12 noon to 2.30 p.m. and 5 to 8 p.m.

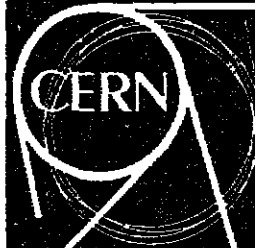
MANCHESTER
Midland Hotel, Wednesday, July 21, 12 noon to 2.30 p.m. and 5 to 8 p.m.

PRESTON
Bull & Royal Hotel, Thursday, July 22, 5 to 8 p.m.

Alternatively, please write to, or telephone Mr J.G. Hurst, Jr., Staff Partner at Silhouette Court, Tithebarn Street, Liverpool, L3 2LE. 051-236 8214 to arrange an appointment for another day.

TRAFFIC ENGINEER EXPERIENCED

required for consulting firm in France. Knowledge of French language necessary. Salary around £5,000 p.a. with 4 weeks leave. Write career details to T.E.17946, Daily Telegraph, E.C.4.



European Organization for Nuclear Research
Organisation Européenne pour la Recherche Nucléaire

CERN is a modern research laboratory, situated near Geneva, which offers first-class social and financial conditions of employment, and the opportunity to work in an international atmosphere.

CERN has immediate vacancies for 2 QUALIFIED SECRETARIES

Candidates must have a professional secretarial training and at least 3-5 years' practical experience as a secretary (preferably in a technical field). Excellent knowledge of English (preferably English mother tongue), and good knowledge of French. Knowledge of German would be an advantage.

Starting salaries range from 1,500 to 1,800 Swiss francs per month, according to age and experience, plus various allowances; all tax free. Generous leave, health and superannuation benefits are available.

If you are interested in a lively job and would like to live in the Geneva area, then write immediately for an application form (quoting references ISR-VA-159 and ISR-EN-235) to

**The Head of Personnel
CERN
1211 Geneva 23
Switzerland**

YOUNG CHARTERED ACCOUNTANT

A recently qualified Chartered Accountant wishing to make a career in industry would gain valuable experience as a member of the central accountancy staff of a substantial Public Company with Head Office in Sheffield.

The work covers the most interesting aspects of modern accountancy related to many different types of business in the United Kingdom is required. A starting salary in the region of £2,000 per annum will be negotiated.

Applications stating age, experience and present salary should be addressed to Y.C.17942, Daily Telegraph, E.C.4.

SALES REPRESENTATIVES

An excellent opportunity has arisen to join the well organised sales force of a progressive brand leader selling to wholesalers and important retailers in the Hardware Trade.

Two enterprising salesmen are needed to take over two established Northern territories. One salesman will be required to live within 30 miles of Newcastle and the other should reside in the Manchester area.

An above average salary is envisaged with a bonus scheme, company car, usual expenses and an excellent pension scheme.

The Company policy is to employ men with good sales records, not necessarily in the Hardware Trade, of potential area manager material and to support the development of their sales career with cooperative leadership and modern marketing skills.

If you are anxious to develop your earning power in a friendly and happy environment, please write, giving full details of education and commercial history to: S.R.17946, Daily Telegraph, E.C.4.

Lecturers— Computer Hardware LONDON

Control Data Institute, located at Wells Street, W.1, wishes to make four new appointments to its lecturing staff. All will be concerned with internal hardware training (including operating systems) for Customer Engineering in connection with large-scale CDC 8000 and 7600 systems now being delivered in the U.K. and Europe.

CDI London now has some 40 staff and with its dedicated CDC 6400 computer is developing into the company's large-system training base for Europe. Lecturing assignments outside the U.K. are a strong possibility, while field assignments will be planned to supplement formal training. Salaries will be in keeping with the technical and personal skills sought.

Applicants, who should be familiar with hardware aspects of large computers, (both peripherals and mainframe) and preferably have lecturing experience, are invited to write or telephone for an application form to:

**B. W. Crisp,
Control Data Ltd.,
22a St. James's Sq.,
London, S.W.1
Tel: 01-839 4462**

**CONTROL DATA
EDUCATION INSTITUTE**

Now up to £1,548 for someone who wants to meet everyone

We're looking for some rather special people to join our London counter staff. And we're offering more money now.

There's plenty of variety, meeting people from all walks of life, helping them with their problems, looking after their needs.

Take our Aptitude Test. If you pass this and the short interview that follows, you'll start at £1,245 a year (max starting pay) at 23 or over in Central London. Send us the coupon and we'll send you the facts.

£1548 max. at 28

Salaries £1150 at 21 £1245 at 23 £1548 at 28

Please send me the facts about life with London's Post Office counter staff. I'm between 16 and 20.

Name _____ Age _____
(Mr/Ms/Miss)
Address _____

Post to: Post Office Central Employment Bureau (A), P.O. Box 99, London, E.C.2P 1RD or ring 01-429 3343 or ask the operator for FREEPHONE 2039 (24-hour answering service).

LADBROKES

TRAINEE BETTING OFFICE MANAGERS

Owing to planned expansion we invite applications from young men aged 21-30 to be trained for a career as a Betting Office Manager with Britain's largest Bookmaking Organisation.

The successful applicants will have a minimum of 3 G.C.E. 'O' Levels including Maths and English and preferably have had previous experience of Commerce in such fields as Retail, Banking or Insurance.

The Ladbrokes Group is able to offer career prospects second to none and all Trainee Managers receive comprehensive training on full salary enabling them to embark on a worthwhile and rewarding career. Above average applicants should be earning £2,000 per annum within twelve months.

Your career is important, so please write for an interview when we shall be pleased to discuss your future in depth.

Personnel Officer,
Ladbrokes the Bookmakers,
296 Willesden Lane, London, N.W.2.

ASSISTANT INFORMATION OFFICER

An Assistant Information Officer is required to run and develop established services in patents documentation and economic intelligence. The ideal applicant would be under 30, educated to degree standard, with some scientific training or experience, and with a methodical but lively mind capable of anticipating the information needs of industry.

Starting salary will be in the range £1,000/£1,500 per annum according to the applicant's experience and qualifications. Superannuation by F.S.S.U. A five-day week is worked. The Laboratories are pleasantly situated adjacent to the University of Sheffield and close to the Derbyshire border. Application form may be obtained from:—

R. W. Chilton, The Secretary.

The British Glass Industry Research Association
Northumbrians Road, Sheffield, S10 2UA.

REPRESENTATIVES— make it with our Young Team

Four go-ahead and ambitious young reps. (age 22-30) required to increase sales of a well-known range of products to existing accounts, chemists, sports shops, departmental stores, etc.

Selected applicants will have their own territory in the following locations: London, Birmingham, Bristol and Manchester.

First class training given. Generous salary, commission and a company car. Qualifications required: Enthusiasm, aptitude for hard work and previous selling experience.

Please write, enclosing a recent snapshot, to R.M.17948, Daily Telegraph, E.C.4.

FIELD SALES MANAGERS

The British Aluminium Company Limited, require for their subsidiary company, Weatherglaze Windows Limited, a market leader in double glazing, prime replacement windows and patio sliding doors, two Field Sales Managers, as part of their progressive expansion scheme.

The successful applicants will be rewarded with a high basic salary, an over-riding commission for the area covered, and a company car. Other fringe benefits exist in accordance with the position offered. They will be fully experienced in controlling, leading and motivating district managers and must have had experience in the direct selling home improvement field.

Applicants should write in the very strictest confidence to:—

**A. W. Smith Esq.,
Managing Director (P.M.),
WEATHERGLAZE WINDOWS LTD.,
Busham Works, Busham Road,
Egham, Surrey.**

FROZEN FOODS SALES DEVELOPMENT MANAGER

for
PETER DUMENIL & CO. LTD.

An exceptional opportunity exists for a suitable applicant for this newly created position. The Company is well known by the Catering Industry for the high quality of its frozen meat products and is now expanding into the rapidly growing Home-Freezer market. Candidates must have knowledge of the Frozen Food Industry and be capable of selling at top level. Some knowledge of the meat trade an advantage, but not essential. Generous salary and expenses, pension scheme, and Company car provided. Applications in confidence giving history of career to date with current income to: Sales Director, Peter Dumenil & Co. Ltd., 67/68, Cowcross Street, London, E.C.1.

Seismic Data Processing

Due to continued expansion in our exploration services we require a limited number of experienced

DATA PROCESSING SEISMOLOGISTS

The man or woman we are looking for will be based in London initially, but opportunities for overseas assignments may arise later. Salary is negotiable and will be commensurate with experience. Write, giving brief history of experience and present salary to Personnel Manager.

GEOPHYSICAL SERVICE INTERNATIONAL LTD

Canterbury House, Sidenham Road, Croydon CR9 2LS

SALES OPPORTUNITY

A SALES REPRESENTATIVE to cover the Southern counties is required by a long established Company. The Marketing and Sales Department supports three specialised divisions operating in the Dairy, Industrial and Catering Equipment fields. Our representatives are required to expand sales in each of these divisions and must have a flexible outlook to be a fully effective member of a Blow team.

Applications are invited from representatives in the age group 20-35 who already have selling experience. The ideal applicant will be required to call on existing retailers, local authorities, hospitals, etc. to secure business for dairy and catering equipment, industrial trucks and trolleys and similar structures in steel and aluminium.

A broad based selling training with a bias towards wheeled materials handling equipment will be an advantage. Representatives are provided with a Company car, good salary and commission. A contributory pension scheme is in operation.

Request for application form to: The Sales Manager, J. A. Blow Ltd., Oldfield Works, Chatsworth Road, Chesterfield, Derbyshire.

SOUTH AFRICA Regional Bus Engineer

Engineer required for passenger transport organisation responsible for Chief Engineer for efficient maintenance and overhaul of 500 buses.

Applicants should be aged between 35-45; should have been in similar responsible position with bus or heavy transport company; qualification MIRTE or MI Mech desirable.

Salary up to £5,000 p.a.
Assisted passages: Car provided.

Please send details of qualifications to:
Tollgate Holdings Ltd., Electra House, Victoria Embankment, W.C.2.

MACHINE TOOL SALES ENGINEERS

Two Senior Sales Engineers are required to sell Brown & Sharpe Automatic Screw machines.

Applicants must have a good knowledge of this type of machine, with a well proven machine tools sales record. Age between 30-40 years with good customer contacts in the following areas:

- (1) S.W. London and West Country.
- (2) N. Midlands and Northern England.

Good salary with commission will be paid to the right men.

Apply in writing to: Machine Tool Director,
BUCK & HICKMAN LIMITED,
Watford-by-Pass, Watford, Herts.

Give yourself a rise - without lifting a finger!

The best jobs aren't always advertised. Employers seek the Graduate Appointments Register to find the right man. Enrol today and you put yourself on the short-list for one of the 1400 better jobs we are now retained to fill. This service is confidential, absolutely free and you'll change jobs for a higher salary—an average £250 more. That's because these are much better jobs, paying up to £4000 p.a. Like one?

Send this coupon to: Neil Crichton-Miller, Graduate Appointments Register, Argyll House, 248 Regent Street, London, W.1.

Name _____ Age (20-45 only) _____
Home Address _____ DT/14/7

Tick your box: Engineers/Scientists Computer Staff
Accountants Marketing/Sales Arts/Other

GRADUATE APPOINTMENTS REGISTER

Rugby Union

JOHN HAS NARROW ESCAPE IN LIONS' DAY OF HORSEPLAY

By JOHN REASON in Masterton
BARRY JOHN was thrown off a horse on to a concrete stableyard yesterday, but happily suffered nothing worse than an uncomfortable bruising of a thigh, and he plays for the British Lions against the Combined Wairarapa and Bush team in Masterton today.

The horseplay occurred when the Lions were enjoying a rest day at a stable by the sea. The horse took fright at the laughter of the players and sent John sprawling.

The Lions' fly-half has already been on and off the horse once before. It had rushed towards a fence and John deemed it prudent to stop off it and jump over the fence on the other side.

As he picked himself up he saw that two more horses were looking at him rather malevolently. He had climbed back over the fence and remounted. It was then that he was thrown.

This naturally caused great hilarity among the Lions but John, to his credit, insisted on getting back in the saddle, though he did allow himself to be hoisted on to the back of a more docile horse. He then went for a ride along the sands.

Gibson rivals Piggott
Mike Gibson also had a moment of difficulty because the horse he was riding reacted to the wind and the surf that took off at a full gallop. "He seemed to be a bit of a Leher Piggott's brother," said Gibson.

The Irishman also thought of dismounting but he decided that the horse was going much too fast to be put back on the stirrups and managed to persuade it to stop.

It was fortunate for the peace of mind of Doug Smith, the Lions' manager, that he was busy elsewhere trying unavailingly to destroy clay pigeons. The crack shot in the department was another Scott, Chris, Rea.

At least he did better than Geoff Evans, who nearly shot the top of the hide from which the clays were released.

Pack changes planned
After all this relaxation, the Lions today begin their task of reshaping their back row for the third international in Wellington on July 31.

Mike Roberts also has an outside chance of winning the place.

Swimming
BRITONS GO TO RODEO
By PAT BESFORD in Calgary
BRITAIN'S team, nearing the end of their Canadian tour, had a swim with a difference in the middle of the huge complex that houses the famous Calgary Stampede.

The Stampede and exhibition site, a mixture of fair on the one hand and rodeo on the other, is a 25-year-old four-lane pool. And it was there that Britain and Canada's teams for the Pan-American Games in Colombia next month met to discuss a demonstration contest for a few of the one million people who will visit the Show during its 10-day run.

As the pressures of the Canadian championships which ended in Edmonton on Sunday with Britons winning 10 of the

GABBETT HAS POLE PROBLEM

By JAMES COOTE
PETER GABBETT'S decathlon medal hopes in next month's European Championships in Helsinki are in serious danger because of lack of equipment.

Gabbett, who is in the Royal Navy, has made astounding progress this season for he has already totalled 7,903 points compared with his best last year of 7,469 points when finishing second in the Commonwealth Games to Barry King.

But he has now reached the point where he has to meet the elite standard of world class decathlon competition, he needs new poles which will put him in the region of the 15ft 3in vault and at least some down fall which will help him throw around 250ft.

Finance, or the lack of it, is his greatest worry. He told me yesterday that because his poles are too light he cannot get as high as he would like because at light head because of his potential in the lineout.

The flank positions are the first priority, however. Sid Going set up four tries on John Taylor's side of the scrum in the second international and Peter Dixon made crucial mistakes which gave the All Blacks two positions from which they scored.

First his ball for a mark was not heard when he caught a kick-off and then he jumped out of the way, thinking that a pass from Peter Dixon was intended for Barry John, when the Lions won a three-man line-out in their 25.

It would be asking too much to expect Roger Aspinall to be commanding performance so soon after arriving in New Zealand, but both he and Fergus Slattery have excellent chances of promotion.

Hiller may retire
Today could be the last time Bob Hiller will captain a side in a representative match. He has been invited to retire from representative football at the end of the tour.

It is always difficult to know when a player should retire, but Hiller is serious, but at least the possibility is there.

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Tour de France
Fuentes finds his climbing legs

By J. B. WADSWAY
JOSE-MANUEL FUENTE, first to top of all four cols and stage winner on Monday, "ought of a remarkable double yesterday by winning a 121-mile mountain climb between Luchon and the winter sports station of Superbagneres.

The Spaniard, who was the outstanding climber in the recent Tour of Italy, finished 26 seconds ahead of Luciano Van den Broek, ready leading in the Grand Prix de la Montagne competition. He was just ahead of Bernard Thevenet (France), with Eddy Merckx well back in fourth position.

Although officially race leader, Merckx did not wear the Yellow Jersey during today's stage. He said he did not feel tired in the head of the overall table through the retirement of Luis Ocarina, chief victim of a series of falls on a rocky mountain descent during Monday's stage.

Best all-rounder
The organisers agreed to allow Merckx to ride in the White Jersey, which he is also entitled to wear as the best all-rounder competition for the tour, based on time, points and mountain placings.

Yesterday's climb, rising 2,000 to 5,000ft, was run off in pouring rain. The first two miles were not difficult, and even included some downhill sections. But the last half was very severe.

Led by Merckx, the field of 89 was rapidly trimmed down, and Van Impe seemed to be the strongest of the leading party. But after an initial start he had been neutralised, it was Fuente who sprinted irresistibly away.

Two miles from the summit, Van Impe made his bid for effort, followed by Thevenet, but Merckx was unable to go with them.

Fuente, who has found his climbing legs after a slow start, will be after the treble tomorrow, when the morning stage approaches four big climbs, including those of the Tourmalet and Aubisque.

Amazingly, he has yet to compete in a major competition this season on a terrain which is because of its consistency in all weather. The West German team competing in the Women's 4x400m relay will be able to break through the magic 8,000 points barrier which is what the sub-four minute was to the mile 10 years ago.

Swimming
MISS ALLARDEE IN 4 EVENTS
Lesley Allardie, 14, from Haverling, competed in the 100 metres butterfly, 200 metres freestyle, 100 metres freestyle and 400 metres freestyle, at the European youth championships in Rotterdam from Aug. 15-18. The A.S.A. team is:

AUG. 15-16: 100m Butterfly, Bessie N. Naylor (Wales); 200m Freestyle, Lesley Allardie (Wales); 100m Freestyle, Lesley Allardie (Wales); 400m Freestyle, Lesley Allardie (Wales).

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Swift disillusion
The glow must have persisted on Saturday night for Delafield had led the world No 2 for 1400 metres and been fourth fastest in the 2000 metres. He had led West Germany's Glock.

When both their representatives were swamped by Dwan's final spurt was dramatic, but no one goes from last to first in this class.

Weaker event
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SELECTORS FACE NEW TOUGH QUESTIONS

By DESMOND HILL
THE selectors returned from their Lucerne weekend with at least some of their questions answered, but new problems, too, for their meeting tonight.

I would guess the only certainties for Copenhagen are the Leander pair.

After exhaustive and apparently wholly conclusive trials at Lucerne, the selectors, who had nominated Pat Delafield as their Lucerne sculler, and the Henley results, with Delafield so nearly beating Ken Dwan swamped by Demidoff, must have given a warm sensation of consternation.

Swift disillusion
The glow must have persisted on Saturday night for Delafield had led the world No 2 for 1400 metres and been fourth fastest in the 2000 metres. He had led West Germany's Glock.

When both their representatives were swamped by Dwan's final spurt was dramatic, but no one goes from last to first in this class.

Weaker event
There could well be a real case for putting the two men into a double scull together for nothing would be gained by yet another meeting and, apart from the Norwegians, the doubles field looked markedly less strong than others.

Leu Barry has always admitted the Tideway Scullers' VII needed reinforcing, and their sixth place may have brought this home to the crew, too. That opportunity could now arise, for the London University pair, though well beaten by the Henley crew, were palpably not in world class.

Though the Thames Tradesmen still have the edge, there is little to choose between them and the Cambridge four, and some of the latter, too, might add power to the Scullers' VII.

Archery
Behind-scenes row leads to dropping of Miss Roberts

By ROY STANDRING
TWO weeks before the world championships start in York, the Grand National Archery Society have taken the unprecedented step of withdrawing Julie Roberts (National Westminster) from the official British team. She is replaced by Mrs Sandra Simester (Avon Valley).

Miss Roberts was named as a member of Britain's team of eight only two weeks ago, when she finished third in the international trial. Mrs Simester, national champion in 1968, finished two places behind her.

Although the GNAS seem to regard the reasoning behind their decision as a personal affair between themselves and Miss Roberts, it is clear that two minor disagreements since the international trial have influenced their thinking.

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